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Blades: So What's The Big Deal?

Are These Lean, Mean Computing Machines Ready For Prime Time?

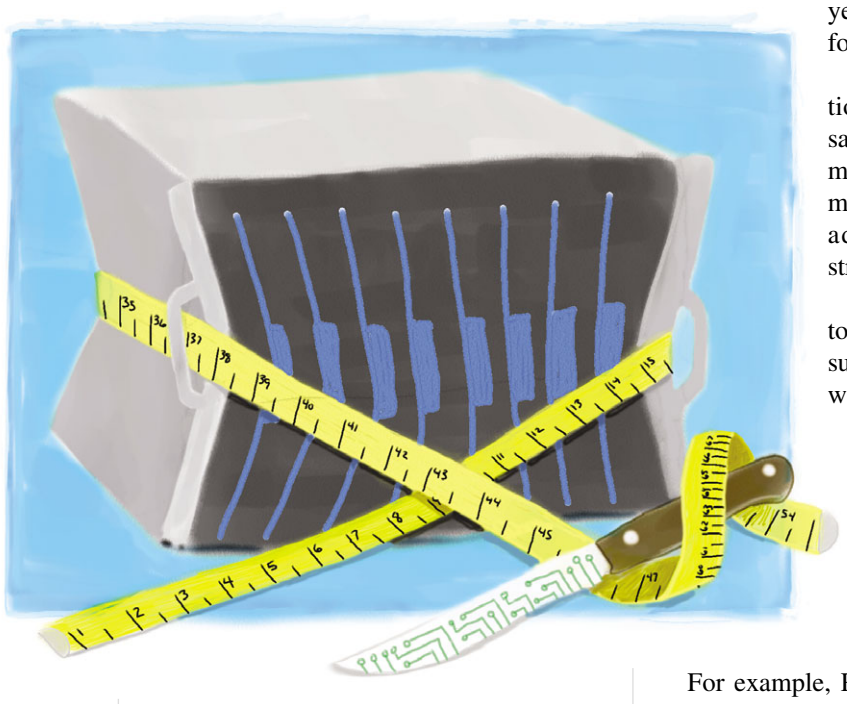
by Sixto Ortiz Jr.

• • •

BLADE SERVERS ARE definitely a hot technology whose rise has outpaced the rest of the server marketplace. These lean, stackable miniservers are perfect for data centers short on space where sharing common storage and power resources is a necessity.

In fact, many industry watchers think blade servers are a key component of the utility computing model that's widely thought to be the future of enterprise computing. Blades represent an infrastructure where servers evolve from discrete islands of computing power into parts of an intertwined, collective pool of computing resources.

So are blade servers slicing their way through the competition as the technology gains supremacy in the data center? We'll tell you where the marketplace is today and where it is headed in the near future.



Blades Pace The Server Marketplace

IDC's February 2005 Worldwide Quarter Server Tracker reveals blade servers led the way for a server marketplace that grew worldwide revenues by 6.2% during 2004. Worldwide blade revenues doubled to more than $1.1 billion during 2004, marking a year of spectacular growth for the technology.

IDC modular server solutions analyst Jessica Yang says the statistics indicate a market that "is building momentum with both early adopters and the mainstream customer base."

These statistics are music to the ears of industry titans such as Dell, HP, and IBM, which are all battling for market share in the blade server space. Smaller players that once had first-mover advantages are either losing market share or exiting the hardware business altogether.

For example, RLX Technologies, widely credited with inventing blade server technology, announced its exit from hardware in December 2004 and is now focusing on blade management software.

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Stay Connected

The Importance Of Getting & Keeping Reliable Connectivity

by Elizabeth Millard

• • •

LIKE PROPER ENVIRONMENTAL controls and an adequate power supply, reliable connectivity is vital for a data center to maintain always-on availability. Unlike the other essentials, though, which you can acquire by buying more equipment, connectivity is more complex, encompassing issues such as redundancy and telco relationships. For small to medium-sized enterprises, getting reliable connectivity requires looking at several main areas to make sure that the data center will stay plugged in, no matter what.

Planning

For those willing to spend a formidable chunk of change, it's possible to have absolutely bulletproof connectivity. But many SMEs will have to take a more economical approach, says CDW spokesman Rich Korn.

"One of the first factors in looking at connectivity is what kind of applications you're using, and what the consequences of those going down are," he notes. Some applications require a great deal of bandwidth and would go down if there were numerous hops in the system.

Korn suggests taking a realistic approach to looking at connectivity and determining how long applications can be down without hurting the business. If a large sales database can't be down for even a second, more investment in connectivity is important. But if it could be down for a few days, an SME may be able to get by with less.

With the importance of data centers, many carriers have become savvy about providing redundancy to SMEs and other companies.

Redundancy

One of the top ways to have continuous connectivity is through redundancy, which can mean working with the company's telecommunications provider and implementing extra technology.

Craig Brenner, CEO of managed service provider New England Data Services, notes that to have proper failover controls, a company should use Cisco or Juniper routers that run TCP. In general, SMEs should look at how their information is getting from place to place to see whether the system is as efficient as it could be. "Routing strategies should be

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Blade Server Update

Are blade servers slicing their way through the competition as the technology gains supremacy in the data center? We'll tell you where the marketplace is today and where it is headed in the near future.

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Reliable connectivity is vital for a data center to maintain always-on availability. Unlike other essentials such as power and environmental controls, connectivity is more complex, encompassing issues such as redundancy and telco relationships.

Setting Up A Home Office | 27

IDC says the rate of increase of remote employees, working three or more days a month, will climb just more than 2% every year through 2008. With broadband reaching ever further into homes, it's becoming more tempting for companies to set up home offices for employees.

Judging VoIP Quality | 28

VoIP audio quality monitoring needs to be part of an overall VoIP management solution to maintain total management of a quality audio experience.

NEW PRODUCTS

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■ **Alchemy Lab** announced the release of the Network Administrator's Toolkit 6.9. ■ **Asigra** has introduced Televaulting for Enterprises for offsite data backup. ■ **CoolSoft** announced the launch of Email Blaster, a Web-based email sending utility. ■ **Eizo Nanao Technologies** unveiled the FlexScan L551, a 17-inch LCD with no-touch automatic setup and brightness adjustment. ■ **Palcott's** Natural Login Pro aims to protect workstations in an automatic, convenient way. ■ **Ricoh** announced eight new color devices. ■ **RSA Security** announced the availability of the RSA Reporting & Compliance Manager. ■ **SMC** introduced the TigerSwitch 10G Standalone 8-port 10G Managed L2 Switch. ■ **Storcase** announced the InfoStation 5-Bay SATA desktop model, a high-density RAID enclosure that supports up to five removable SATAII drives. ■ **Symantec's** new Mobile Security 4.0 targets Symbian-based Series 60 and Series 80 smartphones.

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3. What is your annual computer hardware/ software purchasing budget?

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MarketPlace NEWS

Otellini Takes Over At Intel, Waitt Retires From Gateway Board

Paul Otellini took the reins as the fifth CEO of Intel, succeeding Craig Barrett, who will become chairman of the board. Barrett is expected to remain involved at Intel, pushing for an improved education system in the United States and visiting other countries, talking about Intel's vision. In other leadership news, Ted Waitt will retire from Gateway's board of directors to focus on other business and philanthropic interests.

HP Surpasses Earnings Expectations

HP reported that its revenue, at $21.57 billion, is 7% higher than its revenue for this period a year ago and higher than what industry analysts estimated. The company's net income for the first quarter also grew to $966 million, a 9% increase, under new CEO Mark Hurd. Rather than implementing broad, sweeping changes, Hurd's plans for HP focus on operational refinements.

911 Service For Internet Phones Soon A Requirement

The FCC, following pressure from Congress and state law enforcement agencies, announced it will soon require VoIP companies to provide 911 service for their phones. The calls on VoIP services, which transfer over a high-speed Internet connection, are often routed to administrative lines rather than 911 crisis lines. Even if they are routed correctly, they do not always provide the caller's address. Companies will be required to provide the service within 120 days of the order being approved and published.

Midsized Companies Expect IT Growth

IT expenditures at companies with between 100 and 1,000 employees are expected to increase 15% over last year, according to a report by the NPD Group. While that's good news, IT expenditures grew 25% in 2004. Most of the growth will come in the services sector, with expenditures growing from 20% of total IT spending to 25%.

Sun & Microsoft Agree On Sign-On Specs

Sun Microsystems and Microsoft have agreed on a single sign-on specification for their systems in an attempt to make cross-platform identity management easier. The single sign-on specs, which the companies developed together, are for Microsoft's .NET and Sun's Java Enterprise System and work within a firm's firewalls. Sun and Microsoft also say they will improve interoperability between their competing Java Web and .NET platforms. The companies will submit the single sign-on draft specs to a standards body; the specs will most likely be released next year.

Congress Proposes New Cybersecurity Position

The federal government is creating a new position within the Homeland Security sector: an assistant secretary for cybersecurity. The individual filling this position would be responsible for creating a "national cybersecurity response team" to monitor and evaluate critical infrastructure in the United States and "aid in the detection and warning of attacks." The homeland security bill for fiscal year 2006, which the cybersecurity position is a part of, also includes the establishment of a National Terrorism Exercise Program that will try to avert terrorism, including cybersecurity attacks.

Strong International Sales Boost Dell

Dell reported significant growth and earnings in Q1 of fiscal 2006, due in part to strong international sales. The company saw a 21% increase in sales to businesses and consumers outside of the United States. Net income was $934 billion (37 cents per share), up from $731 billion (28 cents per share) in Q1 of fiscal 2005, and quarterly revenue was up 16% to $13.4 billion. Dell also expects a strong Q2, predicting revenue to increase by 16% to 18%.

RIM To Offer Service In China

Research In Motion, maker of the popular BlackBerry email device, plans to launch its wireless service in China by the end of the year. The company says that it's also close to launching service in South Korea. RIM has had success in the Asian market, launching service with 14 carriers in eight Asian countries, and hopes to double that number by the end of the year.

IBM Lets Employees Use Firefox

Citing a long-held strategy of backing open-source products, IBM has begun encouraging its employees to use the Firefox Web browser. IBM says about 10% of its staff already uses the open-source browser. Now employees are able to download the browser, and IBM's help desk staff is trained to provide support. IBM CIO Brian Truskowski says long-term, Firefox should cost the company less than IE because of the availability of open-source additions to Firefox. More than 50 million people have downloaded Firefox, but Microsoft's Internet Explorer still dominates the market.

Microsoft To Offer Enterprise Antivirus

Microsoft will offer an antivirus service for its enterprise customers. The service will be similar to the one included in the Windows OneCare service targeted at small business and home users. Windows OneCare, which was unveiled earlier this month, will include antivirus, firewall, PC maintenance, and data backup and restore functionality. Although a release date for the enterprise version has not been set, sources say it will not be ready in time for the Longhorn release in 2006. Sources also say that Microsoft plans to offer two different versions for corporate customers: one for Microsoft Business Solutions and another that will work into the licensing schemes of enterprise customers.

Pirated Software: Good News, Bad News

More than 33% of software installed on PCs is pirated, according to a survey by the Business Software Alliance. That's down from 36% in 2003. However, losses from pirated software increased from $29 billion in 2003 to $33 billion in 2004. Vietnam, Ukraine, China, and Zimbabwe are the biggest offenders, with pirated software accounting for more than 90% of all software used in those countries. IDC estimates 21% of software in the United States is pirated.

WATCH THE STOCKS

This information provides a quick glimpse of current and historical stock prices and trends for 15 major companies in the technology market.

Company	Symbol	Year Ago	May 11 $	May 18 $	% change from previous week
Avaya	AV	N/A	$9.14	$9.02	▼ 1.31%
BEA Systems	BEAS	N/A	$7.78	$8.14	▲ 4.63%
Computer Associates	CA	$25.76	$27.81	$28.84	▲ 3.70%
Cisco Systems	CSCO	$21.64	$18.55	$19.24	▲ 3.72%
Dell	DELL	$34.62	$36.54	$39.60	▲ 8.37%
Electronic Data Systems	EDS	$15.80	$18.95	$19.22	▲ 1.42%
Google	GOOG	N/A	$231.29	$239.16	▲ 3.40%
HP	HPQ	$20.83	$20.56	$22.55	▲ 9.68%
IBM	IBM	$87.17	$73.28	$76.36	▲ 4.20%
Intel	INTC	$27.55	$24.77	$25.93	▲ 4.68%
McAfee	MFE	N/A	$25.20	$25.84	▲ 2.54%
Microsoft	MSFT	$25.89	$24.91	$25.70	▲ 3.17%
Oracle	ORCL	$11.23	$11.70	$12.33	▲ 5.38%
Red Hat Software	RHAT	N/A	$12.00	$13.00	▲ 8.33%
Sun Microsystems	SUNW	$3.86	$3.97	$3.91	▼ 1.51%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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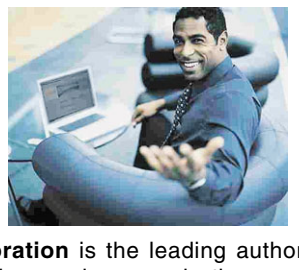

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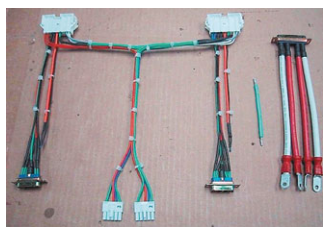

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Solid No. 2

HP Fights IBM For Blade Supremacy, Especially Among SMBs

by Ericka Chickowski

• • •

IBM MAY BE THE market leader in blade servers, but it can't expect to keep this title without a fight. HP is nipping at Big Blue's heels in this emerging niche, taking its cues from IBM on market strategy while trying to develop better technology to differentiate itself from the competition.

"In terms of focus on the blade market, HP is a solid No. 2," says Janet White of Info-Tech Research. "Even though they are in a flux state as a whole after the CEO upheaval, they do have a good blade strategy, which is to follow IBM's strategy. Right now blades make up 8% of HP server sales, and they have pretty aggressive plans to grow that up to 50% in the coming years."

Striving For Technical Differentiation

While blade servers may not be as humdrum as your run-of-the-mill white box, they certainly are no longer a fringe technology on the bleeding edge. "The technology is becoming commoditized," White says. "Really, a blade is a blade is a blade."

While this may be partially the case for the servers themselves, HP executives believe that there is still plenty of opportunity to differentiate its hardware from the competition.

"The innovation will continue to be high in this rapidly growing category," says Mark Potter, director of HP BladeSystems. "BladeSystem value goes well beyond just the compute blades themselves. It is about simplification—through consolidation, integration, and superior management across the complete infrastructure. We see it as an evolution of the entire rack-mounted infrastructure that includes not only compute but storage, networking, and power."

HP has led the way with a number of blade technology advancements. For example, HP barely edged out IBM to be the first to deliver a dual-core processor blade solution based on the newly released Opteron dual-core chips. Currently, HP p-Class ProLiant Blades come in form factors that allow for 16 Xeon or Opteron servers in one enclosure, and they come in both 2- and 4-socket design points to allow different workloads to all be run in common infrastructure.

But where Potter and his team have been focusing on most has been with the development of integrated hardware and software to emphasize blade servers' main selling point: the simplification of management.

Some HP breakthroughs in this area include a 4Gbps SAN switch solution integrated into the infrastructure. "As you aggregate more servers in a common infrastructure, the I/O has to scale appropriately with the compute blades. HP BladeSystem delivers this 4G SAN capability first," Potter says.

HP also offers a broad choice of power deployments, including 3-phase, single-phase, and direct 48VDC, and has designed its power infrastructure to allow different generations of ProLiant p-Class blades in the same enclosure without worrying about power incapatabilities.

"I want to contrast this with IBM, who has had to upgrade power supplies multiple times on BladeCenter. This potentially includes customers having to upgrade other costly infrastructure like PDUs," he says. "And even today after forcing customers to continually upgrade power, the latest IBM full performance Xeon blades cannot operate in a fully loaded enclosure. IBM customers must choose to run the blades slower or run them in risky nonredundant power modes."

HP also has the advantage in the case of remote access, Potter says. "In many datacenters, with 14 to 16 servers in a common enclosure, different administrators would need to remotely access the physical console, keyboard, mouse, and media of more than one server at the same time," he says. "HP BladeSystem is optimized for this and allows multiple administrators to manage via secure remote physical console (KVM over IP) with media support simultaneously. The IBM BladeCenter solution only allows one administrator to manage one blade at a time."

Beyond the hardware, HP is also gaining on the competition in terms of the integrated management software for its blade systems, something analysts say could be the biggest key in the fight for blade superiority.

"Physical form factor is only part of the story when it comes to blades," says Gordon Haff, senior analyst at Illuminata. "If I had to pick one product area where HP has the best blade offering, it is HP Systems Insight Manager. Not that IBM Director is bad, it is just that HP Sym is better integrated these days."

Blades For (Small) Businesses

As for future plans about where the technology will go next, HP was characteristically tight-lipped. "All I can say here is stay tuned for more announcements," Potter says.

It is clear where the company most wants to grow market share: among SMBs. HP is sharing a playbook page with IBM when it comes to pushing blades into the midmarket.

"Something that surprised some people about blades was the interest from the midmarket," Haff says. "Both HP and IBM have found that the level of integration blades provide is rather attractive to smaller businesses that like the idea of the data center in a box."

According to a recent Gartner user survey in North America, nearly 20% of small and midsized businesses plan to purchase a blade server in the future—a statistic that has raised eyebrows among executives who thought of blades as an enterprise-only technology.

Earlier this spring HP announced the launch of a Blades for Businesses initiative to educate smaller business about the benefits of using a blade setup.

"They are taking their servers on the road," White says, "offering hands-on shops with SMEs to get them used to the technology and to better understand the costs. They are also doing some interesting things with resellers to improve incentives to sell packages suited for these businesses."

Most recently HP announced blade packages targeted at SMBs, including a bundle that includes one HP ProLiant server blade, an HP BladeSystem enclosure, a new 1U power enclosure with two power supplies, and management software for $3,099.

HP SMB Blade Offerings

HP's Blades for Businesses initiative is two pronged. The first step is educating small to mid-sized businesses about the benefits of blade setups. The second is to offer special pricing and packages for smaller businesses, such as these.

Product Description	Price
HP's SMB blade offerings start with a new 1U power enclosure with up to six hot-plug power supplies. It is designed for smaller, single-enclosure deployments of server and network blades.	$1,199
Analysts believe that HP's blade management software is its best blade asset. This software suite can be used to acquire eight licenses for an existing blade enclosure or along with the BladeSystem Management Suite Enclosure Bundle to get a total of 16 licenses to support a dense enclosure using BL30p or BL35p blades.	$1,192
HP is targeting SMBs looking for a "data center in a box" with a new bundle that includes one HP ProLiant server blade, an HP BladeSystem enclosure, a new 1U power enclosure with two power supplies, and management software.	$3,099

HP Blade Servers

HP has a wide assortment of blade products and packages. These offerings are built around the foundation of a solid block of blade server choices.

Model	BL20p	BL25p	BL30p	BL35p	BL40p	BL40p
Processor type	Intel Xeon	AMD Opteron 200 Series	DP Intel Xeon	AMD Opteron 200 Series	MP Intel Xeon	AMD Opteron 800 Series
Processor speed	3.6GHz, 800MHz FSB	2.6GHz/1M L2 Cache	3.2 GHz, 533 MHz FSB	2.4GHz/1M L2 Cache (lower power)	3GHz, 400 MHz FSB	2.2GHz/1M dual core with L2 Cache
Max processor	2	2	2	2	4	4
Standard memory	1GB or 2GB PC3200 DDR2	1GB or 2GB PC3200 DDR	1GB PC2100 DDR	1GB or 2GB PC3200 DDR	1GB PC2100 DDR 266	1GB or 2GB PC3200 DDR
Processors per 42U rack	96	96	192	192	48	96
Starting price	$2,299	$2,999	$2,349	$2,499	$5,298	$6,999

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Blades: So What's The Big Deal?

Continued from Page 1

As the giants take over and hardware becomes commoditized—and eventually standardized—the focus will shift from hardware to the unique management software data center administrators will use to monitor, diagnose, configure, and provision their growing infrastructures. Market players who want to win will focus on developing software that is vendor and platform neutral.

Dual Core, Double Power

In recent weeks both Intel and AMD announced the arrival of dual-core processors. The concept is simple: Think of two processors in one, both able to handle multiple processing threads simultaneously. The advantage of the dual-core concept is simplicity. Manufacturers can continue to rely on motherboard architectures designed for single CPU systems while enjoying the advantages that dual-CPU systems provide.

AMD is the first of the perennial rivals to draw first blood in the server marketplace. Intel chose instead to launch its initial dual-core CPUs for the desktop and workstation marketplaces. AMD's recently announced dual-core version of its Opteron 64-bit processor is already finding a home in server systems (both blade and traditional) from most major server vendors, including HP, IBM, and Sun.

For example, in April 2005 HP announced the launch of a dual-core Opteron-based blade, the ProLiant BL45p, for the HP BladeSystem. IBM's LS20 blade server and Sun's Sun Fire V40z are two other examples of blade server systems that will use AMD's dual-core Opterons.

Notably absent from the flurry of recent announcements was Dell; many industry watchers expect Dell to eventually use dual-core CPUs in its server offerings. But those dual-core CPUs will most likely bear the "Intel inside" moniker.

In company press releases, AMD officials sound very positive about the effects that dual-core CPUs will have on the prospects for the blade server marketplace. And why not? Chips that combine two cores in a single die represent tremendous power and space savings for blade server OEMs dealing with small form factors. When Intel's dual-core Xeons emerge, you can expect the blade and overall server marketplace to get yet another shot in the arm, as the entire industry moves away from single-core CPUs. Stay tuned.

Blade Server Standardization Moves Forward . . . Or Does It?

In September 2004 IBM and Intel opened up their joint eServer BladeCenter blade server specifications; by December 2004 over 100 companies had signed up to obtain access to IBM's Open Specification. Examples of companies already committed to developing products compliant with BladeCenter include Emulex, Ranch Networks, McDATA, and VMWare.

By marketing McDATA's SAN switch module, writes ButlerGroup analyst Mark Blowers, IBM is fulfilling its strategy to provide SAN support within its Open Specification group of products.

As of March 2005, 215 companies were committed to developing products compliant with the IBM/Intel Open Specification. So it appears IBM and Intel are well on their way to creating a de facto standard in the blade server marketplace, although you can be sure that HP, Sun, and Dell are not going to stand idly by and watch the marketplace flock to the Open Specification.

In spite of private efforts to move toward blade server standards, the industry is not quite there yet. After all, standardization means everyone, from the smallest player to the market leaders, will eventually be using the same playbook. Do current market leaders that now enjoy differentiation along proprietary designs want to cede that advantage and go toe to toe against Dell, purely on ability to execute in the marketplace?

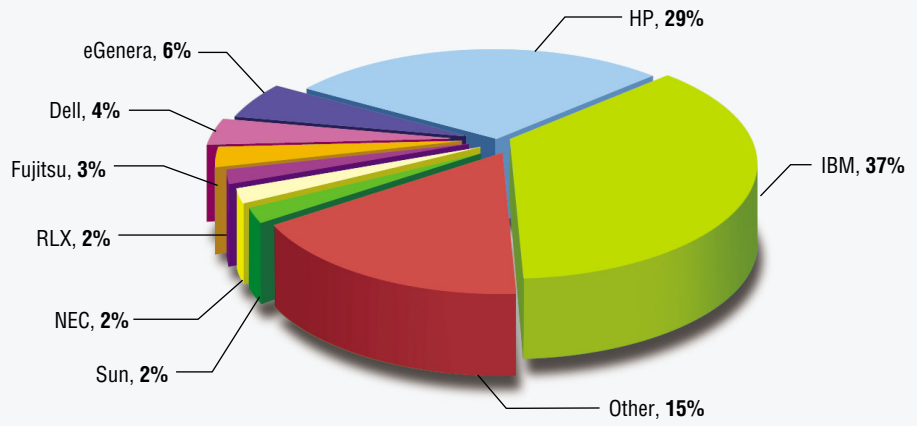
Blade Servers: The Real Deal

There is no doubt that blade server technology is here to stay. As a necessary element of the ultimate vision of utility, on-demand computing, you can be sure that vendors such as IBM and HP, which are committed to that vision, will continue to move the technology forward. These companies are committing a tremendous amount of resources behind their blade server offerings, and this trend will continue as blades continue to gain traction in the data center.

The advent of multiple-core processors will have a tremendous influence on this technology, as well. The advantages of having two or more processing cores within a single chip are very compelling for blade server technology. A factor that will influence how multiple-core CPUs will fare in the blade server space is the ability of AMD and Intel to produce multiple-core chips that don't turn into power-hungry, heat producing monsters. It stands to reason that as "core density" increases, power demands and heat dissipation will become a challenge.

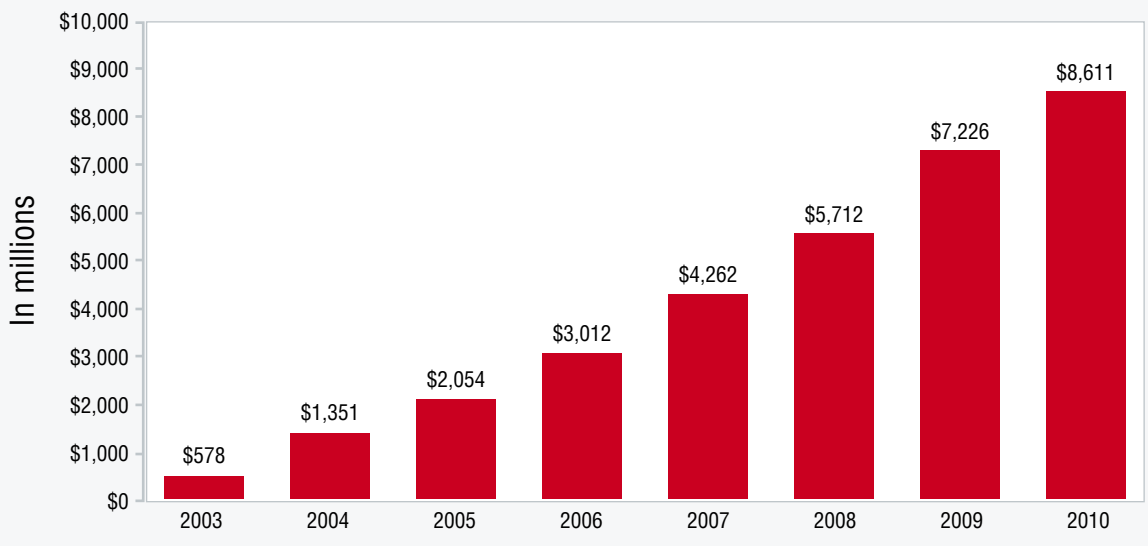
HP & IBM Divide The Market Lion's Share

According to statistics from market research firm Wintergreen Research, IBM and HP share over 65% of the blade server marketplace. HP lost a percentage point of market share from 2003 to 2004, while both IBM and Dell gained a percentage point.



Blades Poised For Growth

Wintergreen Research predicts blade server revenues will continue on their upward trek from 2005 to 2010: The marketplace is expected to more than quadruple in size by 2010.



Stay Connected

Continued from Page 1

crafted to meet the application's needs," says Brenner. "The redundancy plan shouldn't just be, 'Let's stay available all the time,' but instead should be more tailored toward the company and what it has running."

Another way to ensure connectivity is by having multiple pathways for bandwidth, such as putting in a second T1 line. But John Baschab, co-author of "The Executive's Guide to Information Technology," warns that such a strategy can get very spendy.

"If you want to spend a million dollars, you're going to have great redundancy, because you can have multiple T1 lines," he says, adding that having several lines often involves digging under a building or other construction-related activity. "For everyone else, they have to have some faith in their connections, which are usually pretty reliable."

An SME that's in a larger office building with other companies could explore a co-op agreement, Baschab says. He's seen the arrangement work well in some buildings, where tenants get together to share costs for better bandwidth and more reliable connectivity. Such a tactic takes negotiation and numerous discussions, but if it nets a company better connectivity at a lower price, it could be worth the time and talk.

Telco Providers

Communicating with a company's telco provider will be a major part of getting connectivity reliability. If a company is shopping around for a provider, Brenner suggests choosing one with as many access points as possible and getting information about how quickly they fix circuits that go down.

Some companies that need continuous connectivity opt for using two telco providers. Although this offers stunning redundancy, it can also be pricey. An alternative is to find out if a current provider has redundant lines available.

"Most carriers have redundant lines within their own network," says Korn. "The advantage is there's less management, but a disadvantage might be if that carrier goes down, so do you."

But with the importance of data centers, many carriers have become savvy about providing redundancy to SMEs and other companies. "The bottom line is to do your research and make sure a carrier has multiple options," Korn notes. "This is your infrastructure we're talking about. Take the time to make sure it'll stay connected."

Outsourcing

For some SMEs, the issues involved with connectivity might be too much, says Baschab. "Many small companies just think it's too complicated for them to set up their own data center," he notes. "Sometimes it's easier just to outsource it to a hosting center."

For hosting, Baschab suggests SMEs choose a company that doesn't try to dazzle them with talk about redundancy. "When you're at the facility, they might talk about multiple pathways, but keep in mind that doesn't set them apart," he notes. "Anyone worth their salt will have that."

Evaluating Your Current Connectivity Reliability

If you think you already have reliable connectivity, your carrier can arrange for checks, or network troubleshooting tools can help. Here are some typical options.

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www.flukenetworks.com

Microsoft RPC Ping utility
Troubleshoots connectivity issues with an Exchange server in Outlook 2003. This is just one example of the kind of troubleshooting tool Microsoft has on its support site.
support.microsoft.com

Q1 Labs QRadar
Profiles the behavior of systems, applications, and users over a network to identify the source of anomalies.
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GFI Network Server Monitor
Monitors network and servers for software and hardware failures. Also monitors disk space, services, and processes on servers and workstations.
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Big Blue's Blade Servers

What Is Pioneer & Market-Leader IBM Doing Right In This Growth Market?

by Bruce Gain

• • •

BLADE SERVERS REPRESENT a hot market in the IT sector, while IBM commands a leading share for small to medium-sized enterprises. What is IBM doing to maintain its lead?

Blade servers are becoming a mainstay in the infrastructure of many SME data centers, which IDC says accounted for nearly 7% of all x86 server shipments in the United States last year. However, the sector is not really that old. It was not more than five years ago that a handful of players developed blade server products that loosely fit the blade server definition.

Vendors that pioneered the sector include HP, what was then Compaq, and RLX Technologies (which has since stopped making hardware and designs blade server software), as well as IBM. These vendors also took different attacks. RLX, for example, focused on the power-consumption factor by offering blades with power-saving processor technologies from Transmeta and Intel. On the other hand, IBM says it has approached the market in an original way that has enabled it to maintain its leading share while growing along with the sector, which IDC said almost doubled in size to over $1.1 billion worldwide last year.

IBM's eServer BladeCenter JS20, which starts at $2,259, is a two-way blade server for applications requiring 64-bit computing and is geared for computer-intensive applications and transactional Web serving.

"We started in blades for one particular reason: to provide value through integration," says Rob Sauerwalt, IBM global brand manager for software and services. "We didn't approach it as a new form factor, and we certainly didn't approach it as a better way to build servers . . . but went after things that were going to run data center applications, the workloads that run on them, and designed chassis for the environments they go in to."

Blade Building Blocks

IBM continues to emphasize developing its blade servers to offer a fit that, when implemented, can serve as a base on which standard data center applications are built. "Whether it is large, small, or medium-size enterprises, it has to be a building block approach, and you have to think about it holistically," Sauerwalt says. "Servers are but one component."

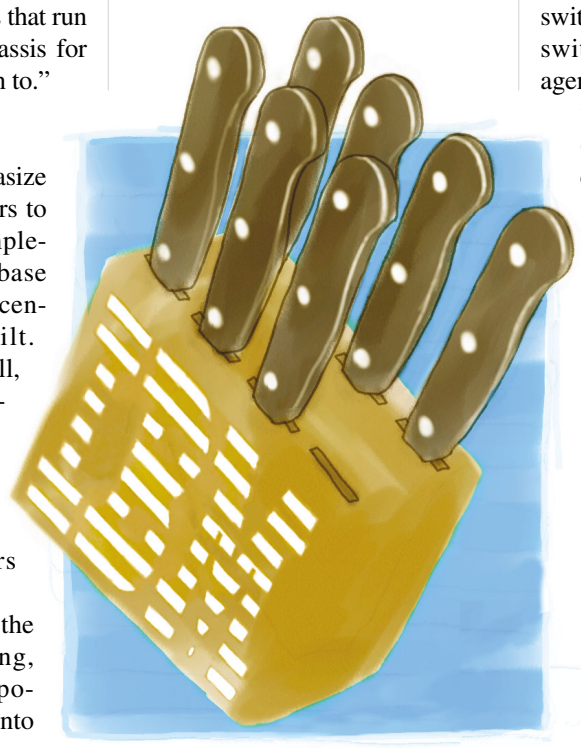
In addition to servers, the integration of networking, storage, and other components must thus be taken into account, Sauerwalt says. "The question is: How can you make [the different components] work better together? [This offers] cost savings because the more you integrate, the more savings in operations [you achieve], whether it is through power and cooling checks that you run every month or the system management aspects involving how much time you have to spend to keep those components up and running."

Indeed, Redmonk analyst James Governor says IBM's approach involves an "open sourcing" network architecture that allows IBM's BladeCenter servers to "plug into" data center infrastructures. For the SME IT admin, this means IBM's blade servers can be built to order with fans, power supplies, a backplane, and other components that a new or existing data center might require.

"IBM's BladeCenter has all of the components for cooling, power, and ports for blades in a single box, so there is no need to piece it all together as you go along," Governor says. "You don't buy blades and have to worry about power supplies, fans, and so on. You can just plug storage, network, SSL, and XML acceleration blades into a backplane and get going."

SMEs Get A Taste Of The Blade

For the SME, IBM says its blade servers thus appeal to a demand to integrate data servers into a single chassis. "Small to medium-sized businesses often look for a single chassis that can serve as their complete data center," Sauerwalt says.



Midtier clients often combine a single BladeCenter with a storage device attached to it in the rack, which is only 22U high, Sauerwalt says. "Their entire data center and IT infrastructure then becomes that one device. This makes it a lot easier for them to get the 'physicalness' of the hardware under control," Sauerwalt says. "[This approach works] because Ethernet switches, the connectivity to those switches, the creation and management of the storage infrastructure, and then the management of the individual devices [are combined]."

With the chassis, IT admins thus choose the server components to add, such as the fans, power supplies, or storage components, which are then assembled. "A lot of our clients buy the blades and have us do the assembly of the blades, meaning the number of processors, how many DIMMS, etc.," Sauerwalt says. "And then they will order the chassis and say 'I want these switches and the second management module.' They then plug the blades in themselves, install the chassis in their racks, plug the blades in, and go."

A Dual-Core Future

IBM fundamental blade server model emphasizing integration and blade building blocks on which SME database infrastructures are built will likely not change in the near to long term. The need for SMEs to have a densely built blade server that, in addition to its compact size, integrates most of the required components onto a single chassis will continue to drive demand.

But after the company first launched its blade server with a Pentium 4 processor in 2001, IBM quietly introduced its AMD Opteron LS20 eServer BladeCenter product in May. This product launch put IBM into the dual processor core arena along with its existing class of blade server processor architectures, including IBM's PowerPC and Intel's Xeon. Although IBM has not yet disclosed its Intel dual-core plans, Intel plans to introduce its first dual-core Xeon processor MP, code-named Paxville, in the first quarter of 2006.

For Governor the shift to a dual-core architecture will present a new range of pricing dynamics in the blade server market. "As much as anything else, there comes a point when all processors will become dual core. But what happens with your software pricing?" Governor says. "There are a lot of questions to shake out whether or not software vendors make you pay per core or per processor. That can be an impediment, depending on what the software makers decide."

IBM's Blade Server Range

IBM's latest BladeCenter servers are designed to meet standard, high-performance and 64-bit server applications and offer Intel Xeon and AMD Opteron processing power.

Blade Server	Processor/ Speed	Number Of Processors	Memory (Range)	Disk (Range)	Price
BladeCenter HS20 Integrated into the chassis to simplify infrastructure and integration	Intel Xeon 2.8GHz to 3.6GHz	One standard/ two maximum	512MB to 8GB	0GB to 373.6GB	$1,669 to $2,969
BladeCenter HS40 Geared for commerce, database, ERP/CRM applications, and what IBM calls "next-generation network applications" requiring high performance and scalability	One standard/ four maximum	One standard/ four maximum	1GB to 16GB	0GB to 293.6GB	$4,839 to $10,359
BladeCenter JS20 Features POWER technology and SIMD capabilities, which IBM says are well-suited for 64-bit applications	PowerPC 970 2.2GHz	Two standard/ two maximum	1GB to 4GB	0GB to 120GB	Starts at $2,259

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Affordable Blades For The Small To Midsized Enterprise

Dell Gives Its Competition A Run For Its Money

by Julie Sartain

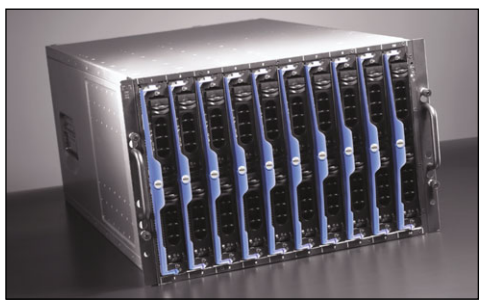
• • •

DELL'S BACK IN THE blade server race with some new spins on some old ideas. It's put together a blade server with a top-notch management application that's equal to its competitors. Add the new Infiniband switches to the mix, and Dell has a hot product with a low price. IBM and HP, look out!

New vs. Old

Dell's first round of blade servers (the 1655MC), according to Forrester analysts Richard Fichera, were "mismatched with market requirements."

Criticized by analysts and users alike, the old blades lacked engineering expertise: They used full-fledged processors and chipsets. (Dell refused to invest in the more robust chipset that's required for eight-way enterprise servers.) The 1655MC was nothing more than a Pentium III-powered blade with SCSI storage and Ethernet connectivity, an archaic configuration in today's market. In addition, the first blades were not as cost-effective as claimed, and they had some compatibility issues.



The PowerEdge 1855, Dell's new blade server, is based on Intel's Nocona-Xeon processor.

The industry criticized Dell's "lack of engineering expertise" on the old blades and claimed that the company used independent contractors to acquire its blade technology. Dell admitted this; however, the rumor that Dell's new blades are an OEM from Fujitsu is untrue, or so Dell claims. Jeff Clarke, the senior vice president of Dell's product group, has said in several interviews and press releases that he designed the product himself based on Dell's eighth-generation servers and Intel's Nocona-Xeon processor. Some Dell competitors challenge this assertion, however, and claim that Dell's system is very similar to one of Fujitsu's blade servers, while others give Dell the benefit of the doubt, believing that both companies may have used a common designer.

Regardless of where the design comes from, Dell's newest edition to the blade family, the PowerEdge 1855, is a solid competitor in the blade race. It can support 10 servers in a seven-unit chassis, slides directly into a standard rack, and is equipped with dual 64-bit Intel Xeon processors, an 800MHz FSB, DDR-2, two Gigabit Ethernet ports, and PCI Express. CPU speeds range from 2.8GHz to 3.6GHz. Local storage includes two hot-pluggable SCSI blades (with optional RAID-1 capability); users can order daughter cards per blade with dual Fibre Channel interfaces on each blade.

Additional features and options include a hot-pluggable 2,100W power supply, redundant hot-pluggable cooling fans, a PowerConnect 5316M Ethernet switch module with six 10/100/1000BaseT Ethernet uplinks, a pass-through Ethernet module for maximum network bandwidth, a Brocade Silkworm 3014 Fibre Channel switch module, a pass-through Fibre Channel module for maximum Fibre Channel bandwidth, and a Topspin InfiniBand pass-through module, plus compatible ports for all of these.

Dell's excited about its new partnership with Topspin Communications, the company providing the Infiniband connections to Dell's high-performance cluster configurations. This means low-latency and high-bandwidth networking with throughput speeds up from 2.5Gbps to 30Gbps, which means faster connections, lower costs, better scalability, and the flexibility Dell needs to provide industry-standard servers.

A Blade Is A Blade

The competition in the blade server market is fierce, with Dell going up against IBM, HP, Sun Microsystems, and Fujitsu. Dell's greatest advantage over its competitors is a much lower cost than the other manufacturers; however, Dell does have a very competitive platform and strong management tools that make its products more attractive, especially for the smaller to midsized companies where cost and user friendly interfaces are major considerations.

The basic blade technology is very similar from manufacturer to manufacturer with few significant differences. Rob Kidd, an analyst at The Sageza Group, says, "The only real differences are management applications, availability, and cost. Basically, a blade is a blade. It's not about being the best blade on the rack—it has to meet tolerances and fit within industry standards. I want to see a total solution; that is, overall cost competitive and overall management competitive."

Steve Duplessie, senior analyst at The Enterprise Strategy Group, agrees. He says, "All blades are pretty much the same—Intel in a small box. The real issues around blades are the packaging around them—the power, density, and cooling—and the management. Far more interesting than the blades themselves will be the ability to virtualize across blades, so an application or operating system can execute truly on demand."

The Differences (For Better Or Worse)

One notch on the plus side for Dell is its partnership with Microsoft on a plug-in for Systems Management Server. This plug-in provides management capabilities (through SMS) for applications, OSes, and BIOS patches on Dell blades and servers. Dell is the first and only vendor to offer this feature, which will eventually give Dell a monopoly on the companies using and supporting only Microsoft products.

William P. Hurley, senior analyst of application infrastructure at The Enterprise Strategy Group, says, "The Dell Blade system is a lower cost option for customers, but the quote seems to imply that the distinction in reliability and management are negligible, which is not exactly true. Blade servers must be significantly more easily managed than rackable alternatives and, certainly, competitive blade system offerings from other vendors. The Dell system is straightforward but is not significantly easier (or harder, for that matter) to manage than say an IBM Blade Center, HP Blade Server, or even a system from Egenera."

He continues, "In addition, broad application support is a major consideration for the adoption of blade systems since these platforms are natural for consolidation of workloads onto a platform that provides much higher levels of utilization of the CPUs and other resources, such as shared memory and bus bandwidth. The Dell system is well received because it is inexpensive and fits a standard 19-inch rack better than the competition, but on the other points, it is not the standout in its class."

As for the marriage of blades and dual core, IBM and HP are running neck and neck, with Sun Microsystems right on their heels. Dell isn't even in the race yet. The only dual-core systems available from Dell are the Dell Precision 380 and the Dimension XPS, neither of which are blade servers. This combination of these technologies will undoubtedly place IBM and HP in the blade winner's circle for some time, once again leaving Dell out of the game.

Dell's Current Blade Product: The PowerEdge 1855

Prices

Per blade: Starts at $1,699
Entry-level chassis: Starts at $2,999
Well-equipped system and chassis with 10 blades: Starts at $64,000

Standard Features

- 64-bit Intel Xeon processor
- 800MHz FBS
- DDR-2 400 RAM
- CPU speeds from 2.8GHz to 3.6GHz
- Two Gigabit Ethernet ports
- PCI Express
- Two hot-pluggable SCSI blades (with optional RAID-1 capability)
- Daughter cards with dual Fibre Channel interfaces on each blade

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Big Things Come In Small Packages

Littler Blade Companies Bring Value & Innovation To Market

by Tony Bradley

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ALTHOUGH THE BIG BOYS on the block, such as Dell, IBM, and HP, have a good percentage of the blade server business based on sheer volume, there are also smaller blade companies with innovative and cost-effective blade solutions that are worth investigating, as well. Four of these smaller blade companies are NextCom, Cubix, Tatung, and Verari.

NextCom's NextServer

"There is a high degree of awareness of how blade server technology can be applied to the traditional data center as replacements for pizza-box-style rackmount servers and legacy or proprietary server installations," says Bob Labadini, president and CTO of NextCom, a manufacturer of high-end mobile and small footprint servers and workstations. "What is largely unknown is that blade server technology can also be applied to distributed computing, embedded computing, server appliance or gateway applications, and heterogeneous computing using mixed operating systems."

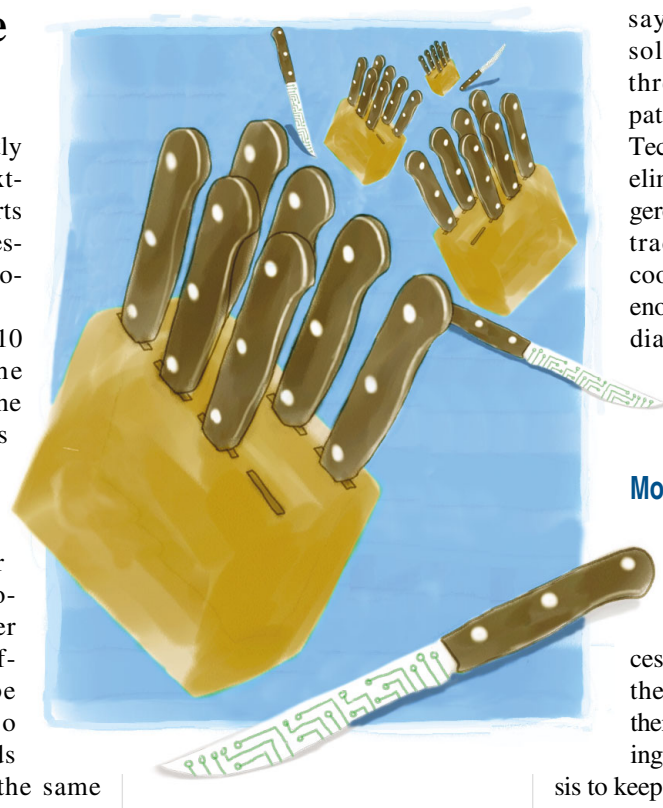
The NextServer from NextCom maintains all the significant advantages over traditional rackmount servers that a blade server offers, as well as several features that distinguish NextCom from other manufacturers. This high-availability, extreme performance platform uses the latest technology to provide the best solution for server consolidation, cluster computing, and reliable data storage in a small footprint (4U tall) configurable server. NextCom recently announced that the NextServer also now supports dual-core Opteron processors for even denser processing capacity.

Each of the eight or 10 blades that fit into the chassis, depending on the selected model, features either dual Opteron 64-bit processors, dual Xeon EM 640 64-bit processors, or single or dual 2.8GHz Xeon processors. The NextServer allows blades with different processors to be integrated together to accommodate the needs of any project within the same network. Additionally, the NextServer supports a mixed use of Linux, Windows, and Solaris.

The NextServer features an open standards half-length PCI-X slot on each blade, allowing for further expansion of the blade's capabilities. Optional configurations include an integrated RAID 0/1 controller for striping of data to internal removable hard drives. These features allow companies to configure the NextServer to best suit their needs.

Cubix & Verari Focus On Cooling

Another player in the blade server vendor market is Cubix. Cubix's dedication to providing more server power in less space precedes the current blade trend. Cubix has been working with the concept of blade servers since 1990, bringing 15 years of experience and innovation to the table.



Jim Zakzeski, vice president of marketing and sales for Cubix, says, "Blade technology is fundamentally packaging technology because as you strip away the hype, under the covers is a PC—not much different than any other server that's existed for the past decade. It's got a processor, memory, drive, NIC, etc. So from a technology sense, there's nothing earth-shatteringly new. The good news is that results in a safe purchase."

Zakzeski adds, "The challenge has always been and still is cooling. As we pack more and more components into less space, reliability gets jeopardized from overheating them and not allowing proper airflow."

The Cubix technology focuses on cooling, as well as industry standard connections so that customers are not tied to proprietary hardware. The Cubix chassis is not as densely packed as some of the competition, but Cubix boasts that it has a higher degree of reliability from the standpoint that it has not only cooled, but provided more cooling than necessary to ensure the blades don't overheat.

Verari has made cooling a priority, as well. Founded in 1996, Verari Systems offers a full line of computing solutions to meet high performance computing needs, including multisystem blade servers, 1U and 2U HPC servers, and RAID storage options, all with substantial density.

Mike LaPan, manager of marketing for Verari Systems, says, "Verari Systems solved the cooling issue three years ago, with its patented Vertical Cooling Technology, which not only eliminates potentially dangerous hot spots created by traditional front-to-back cooled systems but leaves enough headroom to immediately handle the hottest and fastest processors from AMD and Intel for years to come."

More & More Power

Power has two definitions when it comes to blade computing. First there is the raw processing power contained in the blade server and then there is the issue of supplying power to the blade chassis to keep everything running.

Tatung Science and Technology sets itself apart from the competition based on the processing power of its blade solutions. Lily Kong, a spokesperson for Tatung, states "Tatung blade servers (3U and 4U) have the density and power consumption advantages over the competitors. Both Intel Xeon and AMD Opteron processors are supported on the blade servers."

Verari has turned its attention to improving the power supply to the blade servers. LaPan claims, "Patent-pending power supplies enable Verari Systems' BladeRack product line to reach efficiency levels (between 80% and 95%) never before seen in blade platforms. The unsurpassed density, reliability, power and thermal management, and monitoring make the Verari Systems BladeRack the only platform customers will need in the data center of the future."

Play Well With Others

One issue that plagues much of technology is the epic battle between proprietary and standardized solutions. Although there are advantages to proprietary architectures at times, it severely limits the ability to repair, expand, or upgrade your solution. For that reason, the blade vendors place a fair amount of emphasis on their support for industry standards.

Cubix has worked to allow customers to expand using industry-standard cards and provide easy access to the blade connections. Cubix connections are on the front of the blade chassis for easier accessibility. Zakzeski says, "We designed our blades to support full-length PCI adapters. Our goal was to make a serviceable, highly managed platform to act as hosts (servers) for applications that needed I/O. Connection to Fibre Channel SAN devices, telephony adapters, fax cards, T1, T3 are all possible because Cubix put in a standard interface for the integrators and administrators to use. We can support as many as four PCI adapters in one blade."

Tatung trumpets its PCI card support, as well. Tatung blade server solutions support PCI-X, as well as PCI-E for I/O options. Kong says that Tatung has also set itself apart from the competition with its management interface. "The remote management and deployment software is very user friendly."

There are pros and cons to working with both large, enterprise-class vendors and smaller vendors. One of the advantages you find with emerging technology is that smaller vendors tend to be much more responsive and agile when it comes to designing innovative, cutting-edge solutions. Take a look at what these littler blade companies have to offer before making your blade solution decision.

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International IT Services
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Data Forensics Training
Virtual Booth 4225 • Virtual Product 2328

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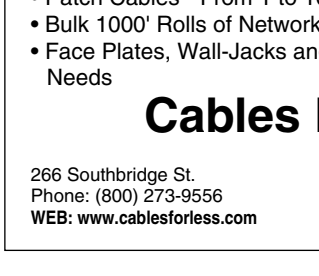
MCSE Certification Course
Virtual Booth 355 • Virtual Product 2119



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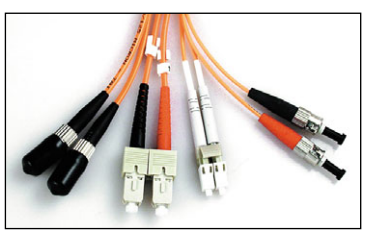
Fiber Optic Cables
Virtual Booth 3307 • Virtual Product 1677



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Media Converter
Virtual Booth 3795 Virtual Product 1563

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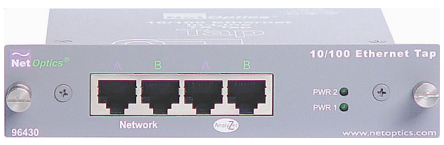
10/100BaseT Tap
Virtual Booth 3893 • Virtual Product 1759



The World's First and Only "Zero Delay" 10/100 Tap
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Fiber Routing System
Virtual Booth 3928 • Virtual Product 1812

- FiberRunner Routing System
- Fastest Installations - QuikLock couplers and brackets reduce system installation time dramatically
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Fiber Distribution Systems
Virtual Booth 4054 • Virtual Product 1999

APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.

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Vertical Cable Management
Virtual Booth 3928 • Virtual Product 1811

PatchRunner Cable Management

- Designed to manage high-density network cabling while minimizing floor space requirements
- Eliminates the need for horizontal cable managers when used with *PANDUIT* angled patch panels
- Cable management fingers with integral bend radius control align with rack spaces to support cables as they transition into the vertical pathway

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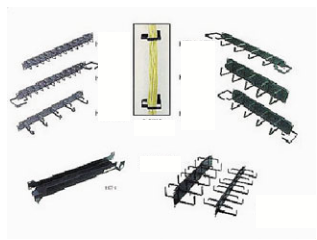
Horizontal Cable Mgmt.
Virtual Booth 4175 • Virtual Product 2179



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These products work great for relay racks, network racks, server racks and other 19" rackmount storage units.
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Cable Management System
Virtual Booth 4118 • Virtual Product 2091

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Managed Patch Panels
Virtual Booth 3928 • Virtual Product 1813

The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater savings.

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UPS Environment Sensor
Virtual Booth 3804 • Virtual Product 1645

- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
- 2 contacts for door open, genset start up or other user-defined parameters
- Alarm thresholds set through SNMP/Web interface; notify email/SMS/pager
- Compatible w/any Ethernet/SNMP-enabled MGE UPS

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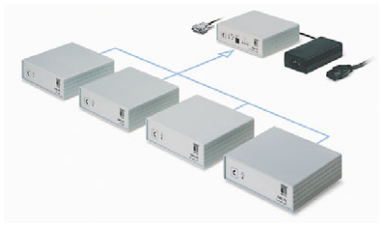
Rack Monitor System
Virtual Booth 3871 • Virtual Product 1706



Rittal's new computer multicontrol system offers system security & monitoring plus these functions:
- Vandalism/shock/vibration detection
- Remote smoke alarm and temperature sensors
- Climate control/thermal management functionality
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Cabinet Climate Monitor
Virtual Booth 2915 • Virtual Product 1870

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Mission Critical Monitoring
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Multi Protocol Alarm Notification and Control

Inputs - Dry contact, 4-20mA, 0-5 & 0-10VDC (expandable from 8 to 104 inputs), Keypad for access control, Modbus
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Communication Ports - RJ-11, RJ-45, RS-232, RS-485
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Temperature Monitoring
Virtual Booth 3669 Virtual Product 2232

Online
$295

TemPageR provides real-time temperature monitoring, graphing & logging with alerts to individuals or groups. Web interface, supports 4 digital temperature sensors, connects via Ethernet, sends email, SMS & SNMP alerts, use w/wo host PC, rack mount option. Serial Model $175. Free support & satisfaction guarantee. Resellers welcome.

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Virtual Booth 3146 • Virtual Product 0582

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$395 w/ Temp & Humidity

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Network Enabled Environmental Monitor

Features:
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Water Leak Detection
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SeaHawk

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- Dries quickly, easy to install
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- Zone and spot water leak detection solutions also available

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Environmental Monitoring
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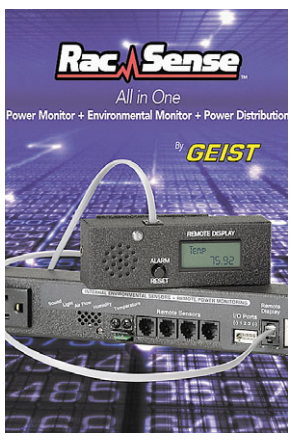
Environmental/Power Monitor
Virtual Booth 2879 • Virtual Product 2335



The "RacSense" PDU combines Power Distribution with both Power and Environment Monitoring in a stand-alone unit. Completely self contained. A "plug-n-play" solution generating graphs and web pages via your web browser. Internal sensors include, Current, Voltage, Temperature, Humidity, Airflow, Light and Sound. Three I/O ports can be utilized for cameras, door and water sensors. SNMP traps and email alarm notification.

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Fire Protection System
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Floor Lifter and Bracket
Virtual Booth 3832 • Virtual Product 1627

Kit Price
$79.95

Every Data Clean **Floor Lifter** features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight.
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Floor Grommet
Virtual Booth 3832 • Virtual Product 1628

As low as
$70
per unit

The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with Koldlok raised floor grommets and keep your critical cold air circulating where it belongs.

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PRODUCT RELEASES

BACKUP

■ The new OneTouch II Small Business Edition from **Maxtor** is a special version of the company's OneTouch II external USB 2.0 hard drive. Simply plug the hard drive into a USB port and press a button to back up data. The Small Business Edition comes with a capacity of 200GB and, according to Maxtor, can hold 300GB worth of compressed business files. The Small Business Edition includes a special version of EMC Dantz Retrospect Express HD Server software. The software allows users to back up open files, such as database files that must remain open. In addition to visual cues, the system can send an email when it completes a successful backup. To keep redundancy to a minimum and maximize the drive's capacity, it can also delete duplicate or older versions of a file, ensuring that all versions are always up-to-date.

CASES & CABLES

■ **Optima EPS**, a division of Elma Electronic, manufactures tough aluminum cabinet enclosures up to 30 inches wide and up to 44U tall. Built to UL-508 Type 12 specifications, the Form 4 family of cabinets offer NEMA 12 protection, RFI shielding, and up to 100dB of EMI attenuation. Customization options include mushroom ventilation and drip-resistant top covers.

DATA COMMUNICATION

■ **Belkin** has announced a variety of products consisting of copper and fiber technologies, KVM switches, enclosures, and UPSes. By purchasing all Belkin components, a company can streamline deployments. Belkin's KVM Switches provide a high availability of KVM ports, as well as scalable options. Switches are available in five-, eight-, 16-, and 24-port configurations. Belkin's racks and enclosures offer security options and compatibility with other Belkin devices. Belkin's Fiber options consist of LC, MTRJ, SC, ST, and similar SFF connectors.

• • • • •

■ **Loftware's** Connector 2.5 is now optimized for DB2 and SQL as well as Oracle-based applications. The Java-based application is compatible with any OS that includes support for TCP/IP (that includes Unix and Linux in addition to Windows). Connector 2.5 allows businesses to integrate their RFID data with other existing applications, including ERP, MRP, WMS, and other applications.

• • • • •

■ **National Instruments** introduced two USB switch mainframes that enable plug-and-play switch control on the SCXI platform. The four-slot USB switch mainframe comes with a SCXI-1000 chassis, a USB adapter, and a high-voltage analog backplane. The 12-slot USB switch mainframe features a SCXI-1001 chassis, along with a USB adapter and a high-voltage analog backplane. The switch mainframes, combined with NI's USB-1359 communication adapter and NI-SWITCH Soft Front Panel software, form a high channel count switching system.

• • • • •

■ **SMC** introduced the TigerSwitch 10G Standalone eight-port 10G Managed L2 Switch, a 10Gb switch designed to handle heavy traffic workgroups and power users by opening bandwidth with its non-blocking 10G switching architecture that's capable of reaching 160Gbps. The product can be fitted with any of the available XFP transceivers: 10G SR XFP transceivers, for up to 300m transmission; 10G SR XFP transceivers, for up to 10km transmission, or 10G ER XFP transceivers, for up to 40km transmission.

GRAPHICS & VIDEO

■ **Eizo Nanao Technologies** unveiled the FlexScan L551, a 17-inch LCD with no-touch automatic setup and brightness adjustment. Featuring a 300cd/m2 luminance, 450:1 contrast ratio, and 16ms response time, the FlexScan L551 has 6,500K and 9,300K temperature settings and independent gain level adjustment for red, green, and blue. To stabilize bright in varying ambient lighting conditions, the FlexScan L551 uses Eizo's BrightRegulator, a sensor on the front bezel to measure a room's ambient brightness and signal the backlight to change the screen's brightness. The FlexScan L551 costs $399 and includes a five-year warranty.

• • • • •

■ **Logical Solutions/Thinklogical** will introduce the Thinklogical Simple-Link at the InfoComm '05 show next month. The Thinklogical Simple-Link is a secure KVM over IP device that provides high performance, small size, and low cost. It supports video resolutions up to 600 x 1,200, utilizes SSLv3/TLSv1 encryption (256 bits), and supports SSL certificate management. Simple-Link uses a browser-based program to provide secure remote access to a connected computer. Other new products that will be demonstrated at the InfoComm '05 show include a Dual-Link DVI fiber KVM extender and the new DCS72 (digital cross-point switch) large-scale fiber-in fiber-out matrix switching solution.

Go to Page 15, Column 1

Early Detection To Prevent Water Leak Damage

Liebert Liqui-tect Monitoring System Detects Leaks In Critical Spaces

by Daniel Dern

• • •

EQUIPMENT-DAMAGING water might get into your computer room, wiring closet, or other IT equipment areas many different ways. The condensation tubes in the air conditioners may get plugged, the roof or fire-prevention system may leak, building plumbing that runs through nearby walls or areas may burst, etc. But if you have a raised floor or the area is unattended, you might not know until it's too late.

Water plays a significant role in business outages. According to a study by Contingency Planning Research, water damage causes 27% of the outages and ranks as the second leading cause of failures. Liebert's new two-channel version of its Liqui-tect Monitoring System gives companies a way to detect leaks and transmit their approximate location to a new LCD wall display or remote monitoring.

To detect water, the Liqui-tect LT500Y leak cable has four wires: two exposed and two insulated returns. Typically, says Tom McNamara, product manager of monitoring at Liebert, "The cable is run along a room or area's perimeter, as well as inside along critical areas, e.g., in a serpentine-like fashion. As part of installation, IT staff create a 'map' roughly correlating distance from the control panel to area locations and the equipment located at them, e.g. '225 feet, Server Rack 1.' "

When water shorts the cable, the control panel reports the rough cable distance to the leak (based on the amount of current returned) in either feet or meters. A second leak farther out on the cable can also be detected, although the location of the leak will be less accurate.

The previous version of the Liqui-tect supported only a single cable (called a run or zone) and a maximum cable length of 2,000 feet. This new version can support two zones—two cables—each up to 5,000 feet in length.

IT staff can monitor at the control unit or remotely using either Liebert's SiteScan Web enterprise monitoring system or a building management system that can translate the output readings into distances.

Other new features include alarm logging/history, an LCD interface for configuration and monitoring, and "single-user mapping," which lets one person map the cable length to the actual location rather than one "walking" the cable while another person is at the control panel. The new panel will also enable Liebert to add future features such as SNMP capability and direct Web monitoring.

Competing vendors are Darwell, Permalert, and RayChem. According to Liebert's McNamara, "We're more dedicated towards the IT/computer market; our competitors cover a wider range of leak detection."

The new two-zone Liqui-tect control panel is available starting at $1,100; LT500Y cables, sold in 50-foot lengths, are roughly $5 per foot.

SNAPSHOT

Liebert Liqui-tect Monitoring System

Starts at $1,100 for the control panel; LT500Y cables sell for about $5 per foot

Liebert's Liqui-tect system detects and alerts IT workers to leaks and other liquids below raised floors and in other hard-to-view or unattended locations

www.liebert.com

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PRODUCT RELEASES

Continued from Page 14

PRINTERS & SCANNERS

■ **Océ** announced the TDS800 Pro Series, a large-format printing, copying, and scanning system for all stages of the production cycle. The TDS800 Pro can hold two, four, or six rolls of media and can adjust to printing speeds from six, eight, or 10 E-size prints per minute. The system also enables the user to select a variety of finishing and folding options. The unit is currently shipping with Océ's Advanced Queue Manager, Settings Editor, and Matrix Logic software.

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■ **Ricoh** announced eight new color devices. These devices, which include the Aficio 3224C, Aficio Color 5560, and the Aficio CL7300, are designed to push the boundaries set by the early B2C (Black to Color) devices. New scanners from Ricoh include the Aficio 3224C, which allows users to scan color pages directly to folders or even email accounts. The Aficio 3228C/3235C/3245C series is designed for seasoned users looking for top-quality images. This series of imaging devices uses Ricoh's Polyester Polymerization Color Toner, which Ricoh engineers say is smaller and more uniform in shape than normal toner, which reduces the amount of dust around an image. The Aficio 3260C is an MFP that features speeds of up to 45ppm in color and 60ppm in black and white. In the same family, the Aficio Color 5560 features respective speeds of up to 55ppm color and 60ppm black and white.

SECURITY

■ The new ISG 1000 and ISG 2000 firewalls both include VPN support. The ISG 2000 includes integrated intrusion detection and prevention and is capable of processing 2Gbps of bandwidth. **Juniper's** ScreenOS, which runs on the ISG 2000, includes support for OSPF, BGP, RIP, and NAT protocols. The ISG 1000 offers a 1Gbps firewall and 1Gbps of VPN bandwidth. Juniper recommends the ISG 1000 for VoIP, streaming media, and other high-performance networks. Juniper also announced six IDP standalone systems: the IDP 50, 200, 600C, 600F, 1100C, and 1100F. Systems have throughputs ranging from 50Mbps to 1Gbps. A new software upgrade for the company's IDP software provides multilevel analysis. Potential threats are scanned at various layers before being identified as a threat, in order to eliminate false positives.

SOFTWARE

■ **Alchemy Lab** announced the Network Administrator's Toolkit 6.9, a systems management tool for LANs that consists of two components: Alchemy Eye and Asset Tracker for Networks. Alchemy Eye monitors servers, devices, and processes in networks ranging in size from a small LAN to a large-scale WAN. Asset Tracker for Networks lets users audit all types of computer assets in a network, including the operating system, processor, memory, and hard drive of a machine. Using Asset Tracker for Networks, users can also obtain statistical reports about the general workstation, processors, memory, and operating system.

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■ **AnyDoc Software** released OCR for AnyDoc 4.0, a software package for processing data from invoices, surveys, registrations, and other various types of business forms. The software can now read and extract data from PDF files, and it lets users output data as PDF documents. The update also includes support for ADO, which lets users designate a database for their log activity. The Quality Assurance screen displays up to 18 images at once, and users can reorder documents in a batch using drag-and-drop operations.

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■ **Asigra** introduced Televaulting for Enterprises for offsite data backup. Televaulting for Enterprises aims to protect data from threats such as theft and damage while it is transported offsite. Televaulting has grid-based performance and capacity scaling, as well as utility service provisioning. It also eliminates duplicate files and compresses data for more efficient use of bandwidth. Data is protected through AES encryption, and remote backup from WAN and IP is supported. Televaulting for Enterprises also supports bare-metal restore capabilities over distributed locations.

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■ **CoolSoft** launched Email Blaster, a Web-based email sending utility. Using the Web-based interface, users can copy and paste messages and mailing lists to Email Blaster to use in sending emails from any computer. Because Email Blaster checks for duplicate addresses before sending, users don't have to worry about send-ing multiple emails to a single address. Email Blaster requires Windows 2000 Server and other software to operate.

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■ **Kofax** announced Ascent Capture 7.0, an application designed to accelerate business processes by collecting paper documents, forms, and e-documents and then transforming them into retrievable information. It also helps deliver content into an organization's business applications and databases.

Go to Page 16, Column 1

Server Planning Made Easy

PlateSpin's PowerRecon 1.0 Simplifies Design, Use & Consolidation

by Frederick Nevin

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AS WITH MOST BUSINESS operations, proper planning can spell the difference between doing things right and doing them wrong. Technology is no exception, especially when it comes to your company servers, where bad information can result in a utilization plan that is inaccurate and fails to serve the users' needs. Fortunately, the technology market has created products that take the guesswork out of planning server utilization. One of the newest products available is PowerRecon 1.0 from PlateSpin.

PowerRecon is a lightweight measurement tool for capacity planning and server consolidation. It lets data centers inventory, measure, and record resource utilization levels of their servers remotely so they can gather information quickly for server consolidation into VMware and Microsoft virtual infrastructure host platforms or Blade-based environments. PowerRecon can be installed on any Windows laptop, desktop, or server environment and used to remotely collect data in about a minute, without installing software agents on servers.

According to PlateSpin CEO Stephen Pollack, PowerRecon distinguishes itself by its ease of use. "It does not make use of a software agent. It is a lot less complicated," he says, noting it was designed with the IT manager in mind. In addition to PowerRecon, a number of products perform server management duties. They include ARMTech from Aurema, OpForce from Veritas, and Ad-Rem Server Manager from Ad-Rem Software.

According to PlateSpin CEO Stephen Pollack, PowerRecon distinguishes itself by its ease of use.

PowerRecon can track trends across a server, identifying servers appropriate for consolidation through real-time, historical, and graphic data. It also makes it possible for the user to measure CPU, memory, network, and desk resources on WinNT/2000/2003 platforms. Linux support is planned for later in the year.

Also, the product lets the user customize resource measurement definitions to their assessment needs, says Pollack. They can use the product to rank by CPU, network, disk, or memory inventory or performance.

After identifying which servers to consolidate, the user can employ the company's Power P2V product to automate the physical-to-virtual migration process.

Psion Teklogix, a provider of solutions for mobile computing, data collection, and RFID, relies on PowerRecon for its server consolidation project. "To us, a server consolidation project should be ongoing, whereby servers are moved onto the most suitable hardware platforms on a periodic basis," explains Pat Burke, IT services manager for Psion. "The combination of PowerRecon and Power P2V can help us to create a continuously balanced data center, whereby we can track how servers are performing beyond the initial server consolidation project."

SNAPSHOT

PlateSpin PowerRecon 1.0

Pricing starts at $40 per month for one server; a one-month subscription for a 25-server pack is $995

Provides information that IT managers need to make smart decisions for capacity planning and server consolidation

www.platespin.com

PowerRecon 1.0 costs $40 per month for one server. A one-month subscription for a 25-server pack is $995. The product is available from authorized resellers listed on PlateSpin's Web site. P

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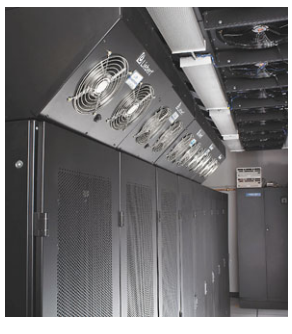
Liebert



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PRODUCT RELEASES

Continued from Page 15

■ **Microsoft** announced the RTM (release to manufacturing) of Windows Mobile 5.0. The new OS for handheld devices, such as Pocket PCs and smartphones, boasts a host of new features. With more platform flexibility, Microsoft partners will be able to incorporate differentiated technologies, such as push-to-talk or video-calling and conferencing. Microsoft also added support for higher-bandwidth 3G networks and made enhancements to its Wi-Fi and Bluetooth support. Microsoft also included updated versions of Excel Mobile, PowerPoint Mobile, and Windows Media Player Mobile.

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■ Natural Login Pro, new software from **Palcott**, aims to protect workstations in an automatic, convenient way. Rather than requiring users to use a password to relog in after stepping away for a moment (though that is supported), Natural Login Pro allows the use of common gadgets, such as USB flash drives and MP3 devices, as hardware tokens. Natural Login Pro costs $29.95 and runs under Win2000/XP.

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■ **Ricoh** introduced enhancements to its file management program, DocumentMallTM. New enhancements include an integrated upload agent available for InputAccel and InputAccel Express from Captiva Software, GobyCapture from DocuLex, and Ascent Capture from Kofax. The DocumentMall features include an enhanced barcode service; an increase in user-level security; and the implementation of the BS7799, a widely recognized ISMS (information security management system). Ricoh also announced the launch of @Remote, a remote DRM (device relationship management) system that can potentially monitor 500 devices. @Remote gathers data from laser printers and MFPs and sends it to Ricoh's data center via a secure Internet network. Ricoh can then create reports on your company's device usage. This product features automated meter reading and reporting capabilities.

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■ **RSA Security** announced the RSA Reporting & Compliance Manager. This application allows users of RSA ClearTrust an easier way to comply with security requirements. Sarbanes-Oxley, HIPAA, and other regulations require strict monitoring of an enterprise's Internet usage. The RSA Reporting & Compliance Manager is designed to provide businesses with reports on Internet usage trends within their company. Reports built into this application include those that show who has access to specific information and applications, which users accessed what files and when they accessed them, and intrusion reports that show unsuccessful attempts to gain access to an enterprise's private files.

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■ **ScanSoft** announced the ScanSoft PDF Converter Professional3, software that allows users to create, convert, and edit PDF files. PDF Converter Professional creates PDF files three times faster than most of its competitors and is compatible with Adobe Reader. The editing tool allows users to easily modify text and graphics. Converter Professional3 also features a PDF FormTyper. This application creates a fillable electronic form, allowing users to bypass the pesky task of having to complete a form by hand and resubmit the document.

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■ **Sunbelt Software** released an upgrade to ServerVision. The new version 1.1 lets users group systems being monitored and apply performance monitoring policies, new connectivity options, and external database support. ServerVision can monitor local and remote servers with automated actions and alerts based on predefined events and thresholds. The new version of ServerVision can store captured performance data and operating system events into either an Access or SQL external relational database, which can then be queried using a third-party tool. Users of ServerVision can group computers manually or automatically based upon user-definable criteria. ServerVision also comes with predefined performance monitoring policies that can be applied to one or more computers. Individual enterprises can create additional policies to suit their needs. New connectivity options available with ServerVision include the ability to connect to a computer using protocol independent named pipes or TCP/IP with Windows logon for that computer.

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■ **Symantec's** new Mobile Security 4.0 targets Symbian-based Series 60 and Series 80 smartphones, including Nokia's 9300 and 9500 phones. In addition to providing antivirus support, the new software also provides firewall features to help protect the phone from viruses, Trojans, and other threats. LiveUpdate Wireless provides new virus definitions to offer protection from the latest threats. The software is available as a two-year subscription for $44.95.

STORAGE

■ **ACARD** is releasing two new SATA kits to help businesses implement SATA hard drives into existing technology. The AEC-6898 is a four-port RAID card. The card's designed to fit in 1U and 2U chasses and comes with a Windows-based configuration utility. The ACS-4800 is an aluminum tray made especially for SATA drives. The tray includes antishock features to protect the drives when removing them. The tray also includes an 8cm fan for cooling.

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■ **Storcase** announced the InfoStation 5-Bay SATA desktop model, a high-density RAID enclosure that supports up to five removable SATAII drives. The bay has a SATAII Port Multiplier, which allows a single cable connection for up to five SATA devices. The enclosure is capable of RAID levels 0, 1, 10, and JBOD, adapts to transfer rates of 1.5Gbps or 3Gbps, and supports twice the SATA-specified external cable length.

TELEPHONY & VoIP

■ **Motorola** and **Nextel** have produced another rugged mobile phone, the Motorola i355. The phone has a rubber overmold to protect against extreme conditions and meets U.S. military specifications for resistance to blowing rain, dust, and vibration. The phone is one of the first of its kind to include Nextel's Group Connect feature; with Group Connect, users can instantly connect with up to 20 other Nextel customers in Nextel's nationwide network. Other features include GPS technology, a 65,000 color display, downloadable Java applications, voice recorder, speakerphones, and voice-activated dialing.

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20GB Of Memory In Your Shirt Pocket

Kanguru Zipper Pro: Small But Mighty

by Alan Petraske

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Professionals who need to transfer data in a portable device have discovered the current generation of portable hard drives such as Zipper Pro from Kanguru Solutions. With these minidrives the USB 2.0 connection eliminates the need for batteries or other external power sources because the USB drive provides the needed power. Mobile professionals doing onsite backups and restores, for example, who need to port data but don't need the features and the bulk of a laptop, will find these minidrives especially convenient. The 20GB Zipper Pro weighs 40 grams and is just over 4 inches long.

If that laptop is essential, workers can use the Zipper Pro to boost laptop or desktop storage capacity. The device works with Windows, Mac, and Linux, in most cases without any device drivers, so you can just plug in and interact directly on-screen or copy your data to the system hard drive.

Many office workers with no mobility issues other than the daily commute are using portable minidrives rather than burning CDs to transfer documents between home and office systems. Smaller companies are using portable minidrives instead of CDs for routine system backups.

A portable USB 2.0 external hard drive has three basic components. There is the drive itself, a 1.8-inch, 4,200rpm mobile hard drive in the case of the Zipper Pro. A bridge board connects the drive's data transfer protocol to the specs used in USB 2.0 (backward compatible to USB 1.1). Finally, there is the enclosure. The Zipper Pro aluminum enclosure is designed to withstand substantial abuse and is heat-dissipating, allowing for lengthy work sessions. In addition, the Zipper Pro has a foldable, swivel style USB 2.0 plug that fits into the side of the drive, protecting the plug when not in use. This prevents the caps on USB drives from falling off and leaving the USB connector exposed to potential damage.

Similar USB-powered, miniature, external hard drives are available from competing companies such as Toshiba, Transcend, and IOGear. The Transcend StoreJet model and IOGear ION Drive include backup software. The Toshiba product also has a foldable swivel plug. Price, on a cost per gigabyte basis, is generally comparable.

The cost of the Kanguru Zipper Pro is $199.95. The package includes a USB extension cable, neck strap, manual, and driver CD and comes with a one-year warranty. P

SnapShot

Kanguru Zipper Pro

$199.95

Quickly copies large numbers of files from your local hard drive, is easily connected through a single USB 2.0 cable, and is easy to use in the office or on the go

www.kanguru.com

TRENDnet Enhances Product Lineup

New DVI KVM Switches, Video Splitters & Extension Kit

by Joseph Pasquini

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With the use of flat-panel displays increasing in the small to medium-sized enterprise arena, component accessory vendors have begun to develop KVM switches to handle the challenging requirements of DVI-I technology. TRENDnet has entered the field with its TK-204K and TK-404KR two-/four-port DVI and multimedia capable KVM switches. TRENDnet has also introduced its TK-V200S and TK-V400S two-/four-port VGA video splitters, designed to broadcast real-time video to multiple display points. The TK-EX2 Extension Kit, with its ability to extend keyboard, mouse, and monitor distances using Ethernet cabling, rounds out the offering.

The TK-204K (two-port) and TK-404KR (four-port) switch kits, which include KVM cabling, are compliant with both DVI-I (digital and analog) and DVI-D (digital only) connections and support resolutions up to 1,600 x 1,200 pixels. The switches feature autoscanning and include a numerical LED channel display, with system selection being made via push buttons or hotkey commands. Speaker and microphone jacks for the console session are also included. Keyboard and mouse connections are accomplished via PS/2-style ports. The TK-404KR is also rackmountable.

The TK-V200S (two-port) and TK-V400S (four-port) VGA video splitters are designed to display a video feed simultaneously on multiple monitors. Supporting resolutions of up to 2,048 x 1,536 pixels at 60Hz, video signals can be extended up to 210 feet without degradation. They support standard monitor extension cables and make video connections via traditional 15-pin HDDB ports.

Utilizing standard Ethernet wiring rather than traditional KVM cables, TRENDnet's TK-EX2 extension kit provides for computer or console control over distances up to 500 feet. Each kit is composed of a transmitter and a receiver unit connected together via user supplied Cat5, Cat5E, or Cat6 cabling. Resolutions of up to 1,280 x 1,024 pixels are supported under Win98SE/2000/Me/XP, Linux, UNIX, and Netware.

List price for the TK-204K is $179.99 and $279.99 for the TK-404KR. The TK-V200S costs $59.99, and the TK-V400S is $89.99. The TK-EX2 Extension Kit lists for $229.99.

TRENDnet faces opposition from Belkin and Addlogix. The Belkin SOHO Series two-port KVM switch supports two DVI connections with a maximum resolution of 1,600 x 1,200 pixels and includes an incorporated two-port USB device hub. The Addlogix PowerReach DVI 2G, which also includes a similar USB hub, features a metal enclosure and supports resolutions up to 1,920 x 1,200 pixels. In addition, an upgraded edition with added FireWire support is also available.

Unlike the competition, however, TRENDnet's DVI switch kits use traditional PS/2 mini DIN rather than USB connections. In addition, Rose Electronics' Crystal View Pro CAT5 video signal extender features DVI support. While TRENDnet's switch offering is DVI compliant, its video extender only supports VGA. P

TK-204K/TK-404KR KVM

TK-V200S/V400S Splitter

TK-EX2 Extension Kit

SnapShot

TK-204K/TK-404KR KVM
TK-V200S/V400S Splitter
TK-EX2 Extension Kit

TK-204K: $179.99; TK-404KR: $279.99; TK-V200S: $59.99; TK-V400S: $89.99; TK-EX2: $229.99.

New TRENDnet products include DVI-I compliant KVM, as well as VGA video splitting and extension devices

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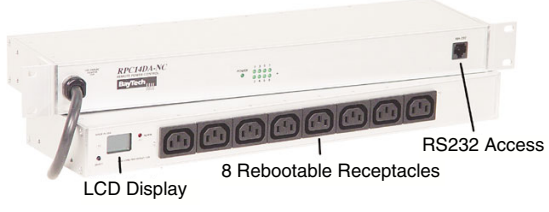

8 RECEPTACLE POWER CONTROL AND MONITORING

- Current, Voltage, Power, and Temp Monitoring
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APPLICATIONS & APPLICATION DEVELOPMENT

MARKET WATCH

Consolidation Takes Hold As Market Titans Do Battle

EACH WEEK, MarketWatch gives you a quick look at what's happening in a particular product market so you can make better decisions for your company. We interview industry analysts, product manufacturers, and other experts and combine their comments with the latest statistics and market outlooks for a well-rounded perspective. This week's focus is on applications and application development.

by Sixto Ortiz Jr.

• • •

ENTERPRISE APPLICATIONS are more important now than ever. Without them, today's modern businesses cannot operate successfully. And so, every year hundreds of companies shell out tens of millions of dollars to acquire or upgrade business applications, such as SAP and Oracle.

Even small and medium-sized businesses are getting on the business application bandwagon. As the corporate world speeds toward full transactional digitization, just about every size of business will eventually require a business application to be successful in the modern marketplace.

But vendors are quickly realizing that what works at the large-enterprise level doesn't necessarily work well at the SMB level. SMBs want quick results and don't want to spend a lot of time and money struggling to figure out complex applications.

Merger Mania Hits The Marketplace

A new IDC study reveals what you might have already surmised from the news media: 191 buyout deals worth more than $30 billion that involved 2,500 enterprise applications vendors took place between Jan. 1, 2004, and March 31, 2005. Albert Pang, research director for IDC's Enterprise Applications Research, says this merger fever is a "classic case of an arms race to prepare for the future of the high-tech industry."

This state of affairs makes sense: As large marketplace players (read Oracle, SAP, and Microsoft) vie for market supremacy, these companies must either develop the technology that customers want in-house or obtain it via acquisitions.

A company such as Microsoft, for example, can save time and money by tapping its enormous cash hoard to purchase companies developing technologies it needs to compete in the marketplace. The acquired company's owners get rich, Microsoft gets what it wants, and everyone is happy.

Oracle's recent acquisition of PeopleSoft allowed the company to evolve from a database player into an enterprise application company, capable of competing with market leader SAP.

Oracle & SAP Duke It Out

Now that Oracle's Peoplesoft acquisition is complete, the company is taking aim at the 800-pound gorilla in the business applications marketplace: SAP.

The companies' recent fight over software developer Retek, ultimately won by Oracle, is an example of their ongoing competition for this marketplace. And SAP recently announced plans to collaborate with other software companies, notably Microsoft and IBM.

As SAP and Oracle continue to battle for market share, you can be certain both companies will continue to capture technologies via acquisitions. And while Microsoft is widely believed to be focusing on the SMB marketplace with its own suite of business applications, it's only a matter of time before the Redmond giant decides to go after Oracle and SAP on the enterprise turf.

Here's another interesting marketplace twist: Oracle's databases, its bread and butter, can be used with SAP's ERP application. Is Oracle shooting itself in the foot by competing with SAP for its database technology?

SMEs Demand On-Demand

The Yankee Group's "2004 Small & Medium Business Applications & Web Survey" reveals that SMBs and midmarket enterprises are quite interested in software available as a service (on-demand). According to the survey, 65% to 75% of SMB and midmarket enterprises polled see a cost benefit for on-demand software. Also, 58% to 67% said they purchased software as a subscription to avoid the administrative burden of applying upgrades and patches.

A key driver for this trend, writes Yankee Group analyst Sanjeev Aggarwal, is really quite simple: Customers want vendors to assume the burden and costs of deploying and maintaining applications and the hardware required to run them. Even scaled down high-end applications, writes Aggarwal, are too costly, complex, and difficult to implement.

But embracing on-demand isn't a panacea that will solve all your business problems and take a load off your IT staff's shoulders. As with any purchase, advises Aggarwal, you must be sure to properly develop the TCO for a specific on-demand application. Consider all costs: subscription fees, maintenance (if any), access costs, customization, etc.

The on-demand software model is an attractive proposition for businesses that don't want to spend a lot of time and money installing and learning how to run complex business applications. Now that broadband access is plentiful and Web-based technologies such as XML and Web services continue to improve, on-demand software is a viable concept.

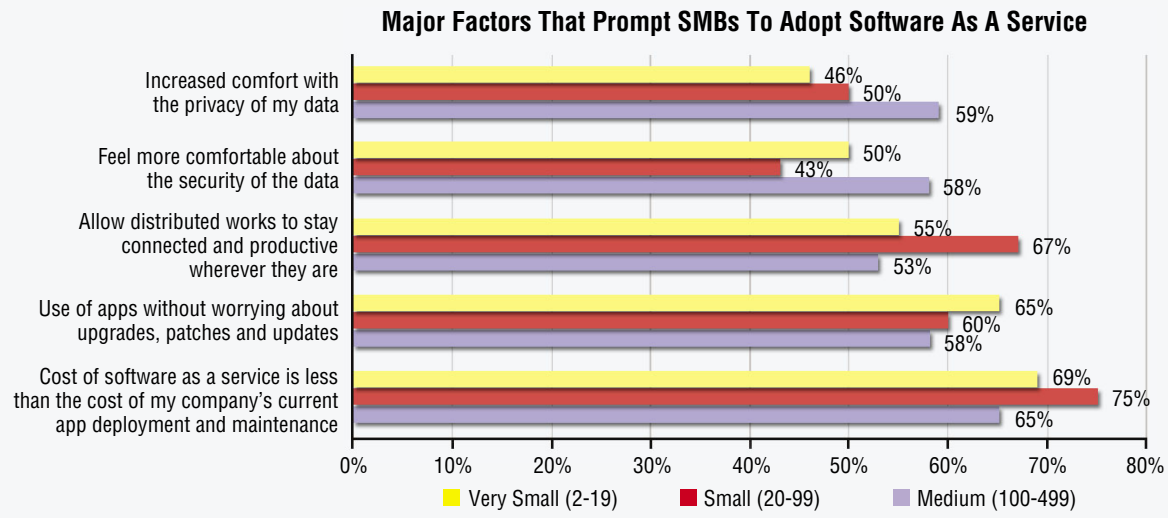
Today's applications and applications development marketplace can be succinctly defined with one word: consolidation. Huge market players are swallowing up smaller firms as they seek to acquire the new technologies that tomorrow's customers will demand. At the same time, SMBs are expected to focus on on-demand software applications that reduce complexity, cut maintenance costs, and start delivering business value right away.

Today's applications and applications development marketplace can be succinctly defined with one word: consolidation.

Market Trends

Cost Drives SMBs To Software As A Service

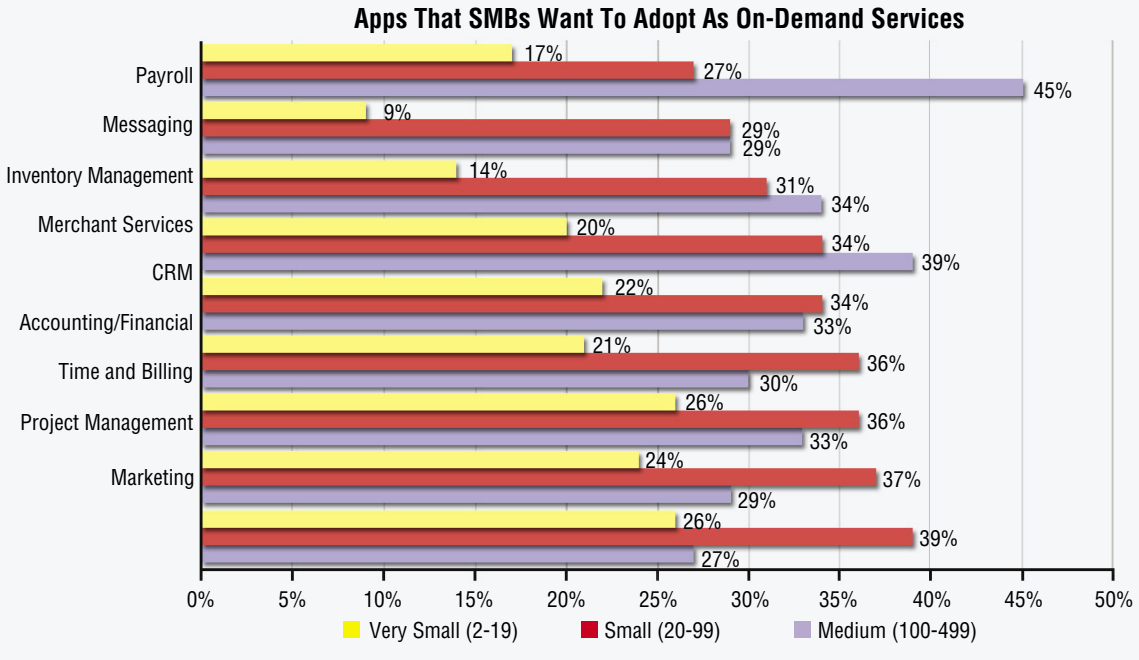
Yankee Group statistics indicate the main driver compelling SMBs to adopt software as a service is cost; in small businesses, 75% of respondents cited cost savings as the main reason for going with software on-demand.



SOURCE: THE YANKEE GROUP SMALL & MEDIUM BUSINESS APPLICATIONS & WEB SURVEY, 2004

As Businesses Grow, Software On Demand Moves To The Back Office

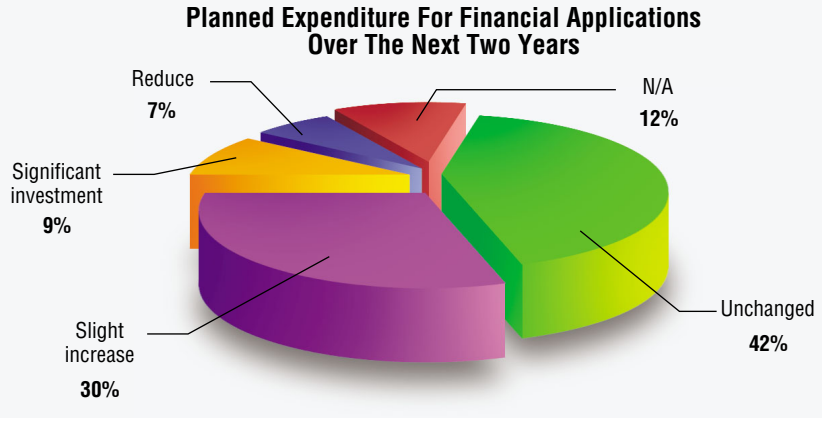
While the majority of small businesses were willing to adopt on-demand software for key functions such as marketing and project management, medium-sized businesses are more willing to adopt "back office" apps, such as payroll.



SOURCE: THE YANKEE GROUP SMALL & MEDIUM BUSINESS APPLICATIONS & WEB SURVEY, 2004

Financial Apps Not So Hot For SMBs

Aberdeen Group statistics show most SMBs either don't plan to spend any money on financial applications or plan to spend marginal amounts.



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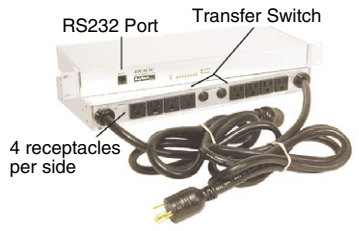

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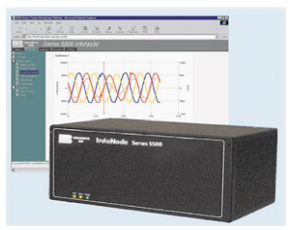

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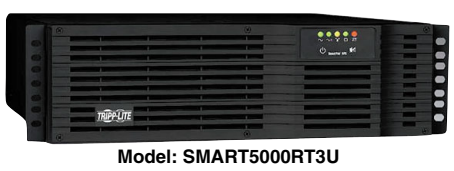

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OPINIONS
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NAS & NetApp

In my last column, I reported on analyst Nick Allen's departure from Gartner. Based on info I picked up from contacts in the industry, I wrote that Nick's firing resulted from escalating disagreements between Nick and NetApp. After the column ran, I received a call from a friend of mine at NetApp telling me there were no clenched teeth, threats, or escalation of hostilities. So, I needed to set the record straight: Nobody was out to get anybody else and lost. That said, the opinions expressed remain unchanged.

Speaking of Network Appliance, I often enjoy thinking about how it managed to stay ahead of its competition for so many years, leveraging a core technology that was an open standard.

Humble Beginnings

The concept of NAS was hatched in 1985 when a group of engineers at Sun went looking to find a way for their workstation systems to compete with midrange and mainframe systems. (Remember the tag line "the network is the computer"?) One of the obvious methods was aggregating storage among workstations in the LAN, making it easier to find and access data, as well as making it easier to manage. The file storing and sharing technology Sun created was called Network File System.

For the most part, NFS was conceived and marketed as a LAN utility that supported installations of Sun systems. In other words, you didn't go out and buy NFS—it was part of the Sun network environment. As a utility supporting the systems business, NFS was never a strategic business for Sun, and it proved it by turning it into a successful open standard, inviting other companies to join in the fun.

Somewhere in the late '80s, Larry Boucher started the first NAS company, Auspex, when he saw the opportunity to implement NFS on large server systems that allowed lots of systems to store data on a centralized, rugged server system. Back in the day, Auspex's main competitor was a Sun server running NFS. Despite the fact that customers could build their own systems for less money, the simplicity of buying a complete package from Auspex appealed sufficiently to suggest there might actually be a market for the stuff.

The file storing and sharing technology Sun created was called Network File System.

New Technologies

James Lau, Dave Hitz, and Michael Malcolm were Auspex employees who left to build a better mousetrap at startup Network Appliance. They added some very important logical snapshot capabilities in their WAFL file system that enabled customers to manage data more effectively by automatically tracking file versions as they aged. The importance of their early focus on identifying file versions was a real stroke of genius, or amazing luck, and it built a strong and loyal following in the market.

Yet the network technology underneath it all was based on NFS, UDP, and IP, all open standards that anybody else could have worked with and poured their resources into. Sun, the inventor of NFS, never understood why anybody wouldn't just want to own a Sun server. HP, Digital, Silicon Graphics, and IBM all saw the NAS opportunity the same way: as a server sale with NFS thrown in as sugar coating.

Network Appliance continued to ply its technology and expand on it in subtle but powerful ways by doing things like integrating remote replication data to its snapshot capabilities. Along the way it jettisoned its hardware architecture based on Dec's Alpha processors and migrated to Intel. Disk drive technology and connectivity changed, and NetApp figured out how to leverage the new technologies without turning everything it had inside out. Performance was usually good enough for what most people needed, never fantastic, but good enough to satisfy its customers who kept coming back for more and more and more.

MARC FARLEY

BIO NOTES

Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

Competition

Meanwhile, the competition turned from systems vendors with NFS to storage vendors with NFS system add-ons. Many of the old competitors were there, still underestimating NetApp's pull, but EMC was also now in the mix, and it managed to pose an actual threat due to its dominance in the SAN and mainframe storage markets. EMC as the most aggressive marketing company in the storage sector likes to say it leads the NAS industry, but most people know NetApp is the real flag bearer.

Today, NetApp has turned former competitor IBM into a business partner, added Hitachi (not really much of a competitor previously) into another global ally, put down the rush of NetApp knock-off companies, and has only EMC left as a legitimate old school threat. The new school threat is a throwback to the past—general purpose systems with Microsoft server software. It's not exactly a new scenario for NetApp, and so far it appears that it has the situation well in hand. It's been a good run that is likely to continue for the next several years.

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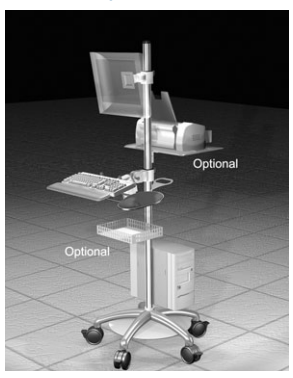

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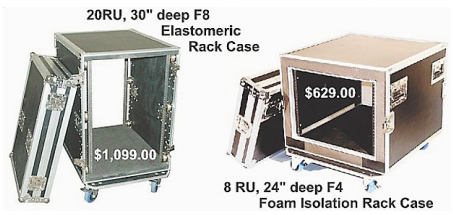

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OPINIONS
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SQL Express Edition: Isolating Users From Themselves

As promised, I want to talk about a rather interesting concept that Microsoft's SQL Server team is introducing. Although this approach might never see the light of day (we still don't have a firm ship date for SQL Server 2005), it needs to be addressed before it is cast in concrete—if it's not too late already.

Let's lay some groundwork first. SQL Server Express Edition (SSEE) is to be the free version of SQL Server 2005. You can download it from the MSDN subscriber site or pick up a copy in Hong Kong next time you're out that way. When SQL Server 2005 goes live, it will be downloadable from everywhere. (I fully expect it to be stuck to the side of cereal boxes.) It's been totally redesigned: The governor has been pulled, the maximum database size has been doubled, and it includes most of the new features of SQL Server 2005 Workplace Edition, another new SKU that sits between the Express Edition and the now more expensive Standard Edition. This means all of the T-SQL and CLR features being introduced in SQL Server 2005 will be included in the SSEE edition. This way it can provide a "real" database alternative to the JET engine used (and abused) by Access developers and lightweight client applications.

Creating A Unique DBMS Platform

One of the issues Microsoft had to resolve was getting the engine installed on a system that might have multiple independent users, each of whom might need his own unique copy (instance) of the master and application database. It also needed a way to create a safe platform that would be less vulnerable to attacks from worms and viruses. Installation will always be an issue for Windows applications, as "ordinary" users don't have rights to install or modify anything. (Just ask my wife who complains about her inability to "fix" her system.) Another problem was to create a system that permitted an application to install (attach) the user database when it was first used, and not have to worry about this again until it came time to uninstall the application. Then the system needs to be able to extricate the installed user database without the use of wire cutters or other destructive means.

Tuning SSEE With The ConnectionString

How is this done? Well, to start with, ADO.NET adds a couple of new keywords to the ConnectionString. The ConnectionString is the set of parameters passed to ADO that tells it how to find and access the target data source, as well as identify the user. It also contains settings for a number of options, including how long to wait for the connection to complete and, in this case, the name of the user database to attach. This keyword (AttachDBFilename) points to a user .MDF file which contains the preconfigured and prepopulated SQL Server database.

WILLIAM (BILL) VAUGHN

William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

^ BIO NOTES

When the ADO Open method sees this keyword, it tells SQL Server to attach this file and install it as a new database—at least the first time. Each subsequent time the application runs, SQL Server determines if this is the same file it attached the first time and simply opens the existing database. When you use the default AutoClose option, SQL Server automatically disconnects from the data file when the last user closes his connection. This permits an uninstall application to delete the file and not disturb SQL Server.

Another ConnectionString option is used to create an entirely separate instance of the server. By specifying "User Instance=True" along with the "AttachDBFilename =<your .MDF file path>", ADO (and SQL Server) make a copy of the master, model, tempdb, and user databases and write them to the user area on disk. This disk region is not visible to other (nonadministrator) users. The connection open method then fires up this unique instance and provides unrestricted access to the user database. This entirely new approach is hoped to protect both SQL Server's databases and the user database from other users, as well as provide a way to permit the user to log in as system administrator without worrying that they might cause problems that would impact other users or other databases.

SSEE Can Replace MSDE, Too

Sure, it's possible to install SSEE and configure it to have a single shared instance or multiple instances, some or all of which can be made visible or invisible to your intranet or to the Internet. By default, all of the switches and settings to make SSEE visible are disabled. You'll have to jump through several hoops to make SSEE more like its bigger and more expensive cousins. Yes, you can use SSEE as a Web host or in a typical client/server rig and expect it to handle dozens to hundreds of users. But as you can see, SSEE is, at least initially, configured to be a reliable, fast, and foolproof single-user DBMS engine to replace MSDE (its immediate predecessor) and JET. That said, keep in mind that Microsoft is likely working on another lighter DBMS for the Windows client desktop. SQL Server CE comes to mind . . .

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OPINIONS
TECHSPERTISE

Get Advice About Software Licensing Programs

Software publishers need to do a better job communicating terms and conditions for their volume discount programs. More often than not, it seems, our software teams spend more time educating customers about discount programs and pricing models than about the software they are looking to purchase. Further, a study by IDC of medium-sized and large software customers found that 70% of those studied believe that it will only get harder to manage software contracts.

The premise seems to be straightforward enough. The more software you purchase, the greater the discount. Unfortunately, that is not always the case because many companies don't take full advantage of software vendors' volume purchase programs. Respondents to IDC's survey said they juggle an average of more than 40 software contracts. So it is understandable if some customers get confused by their multitude of options or are simply unaware of what is available to them.

A law firm IT manager came to CDW expecting to pay about $80,000 for Microsoft Office upgrades and licenses. She was shocked when we told her that with renewals and discount programs, she would only have to spend $80 for the same amount of software. This shows how understanding the rules can result in substantial cost savings. Best value is not always readily evident, so when you evaluate where to buy your software, you need to evaluate the provider's licensing expertise. Don't get caught buying cheap software only to find out later you missed out on valuable benefits.

Software Licensing Top Tips

Automate license tracking. Tracking hundreds of licenses with different expiration dates is a challenge to say the least. A number of large firms even have full-time staff devoted to just this task, but most companies can't afford to do that. You need to be wary of just creating simple spreadsheets. That might work for small companies, but those tools often lack important functions such as the ability to send expiration alerts, for example. Plus, you are going to want to save a lot of data, such as who the licenses are assigned to, key codes, and purchase and expiration dates. All that information can be cumbersome in an Excel document. A good license tracking program can help you keep everything organized if you ever get audited. Users of CDW's Software License Tracker report that the ability to run customized reports is a powerful benefit for them.

Have a renewal strategy. We help large organizations design a renewal strategy a minimum of six months before their licenses expire and three months in advance for medium-sized and small ones. This time allows you to fully assess your future software needs and match them with your budget resources. It can take time to interact with other departments such as human resources to get a sense of hiring plans, and you may have to interact with finance and other departments. In some volume programs, purchasing more licenses upfront can save you more money in the long run. If you wait until the last minute, it may be difficult to make the business case for the additional expenditure.

If your organization has special needs, we have found that software publishers are much more likely to work with you to come up with an equitable solution if you approach them in advance of license expiration dates. Once an expiration date has passed, these companies often will take a hard line.

Understand Microsoft Assurance. During the past year, Microsoft's Assurance program received significant press scrutiny questioning the program's value. Under Assurance, participants are eligible for free product upgrades. While assurance may not be for everyone, we have seen that many customers tend to be unaware of the full range of benefits, such as home usage rights and extra training options. With home usage, employees who have a license to use a product at their office have the same right to use a copy from their computer at home to perform work. Before you decide whether or not this service is right for you, make sure your provider explains all the benefits as well as the costs.

Investigate pricing options. Businesses are clearly moving away from buying shrink-wrap software in favor of subscription models. IDC forecasts that subscription licensing will grow 16.6% over the next five years. Be aware that with your spending levels, you may be eligible for multiple discount programs. They all have different requirements and benefits, so make sure you talk to your provider about multiple options, including financing. Some of these programs can be paid for via annuity payments to help customers control costs.

For a set of free software licensing resources, including details on volume programs from leading software publishers, visit www.cdw.com/software and click Licensing.

Send your comments to CDW@processor.com.

CHRIS WAGNER

Chris Wagner helps CDW customers benefit from volume software discount programs. As manager of CDW's Volume Software Licensing team, he leads a team of other licensing experts who are trained in various licensing programs from leading publishers such as Microsoft, Symantec, and Adobe. His team is primarily responsible for explaining licensing program rules in plain English to help customers make better purchase decisions.

BIO NOTES

WAN File Services Appliance
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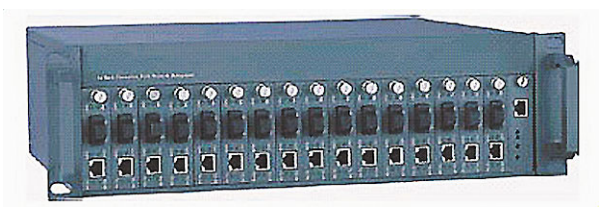

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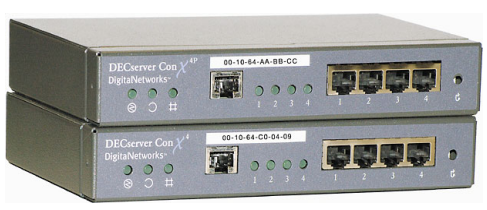

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Set Up Shop At Home

How To Work Outside The Enterprise

by Chris A. MacKinnon

• • •

SETTING UP AN OFFICE in an employee's home is a growing possibility for companies that allow remote network access or telecommuting. A recent ITAC (International Telework Association & Council) survey revealed that the number of employed Americans working from home (from as little as one day a year to full time) grew from 41.3 million in 2003 to 44.4 million in 2004, representing a 7.5% growth rate. If your boss has given you the green light on working from home, you'll need careful planning and the right equipment, based on company requirements.

Planning for any setup hinges on unique business requirements, physical connectivity issues, and hardware and security issues. It also depends on what type of remote access capability your company network offers. And although any setup can include the latest and greatest tools, most small to medium-sized enterprises would likely focus on ROI and a stripped-down home office, instead of breaking the bank over a few users remotely accessing the corporate network.

Line Up The Ducks

A standard analog phone line and a modem would constitute the most basic communication link any home office user would need. But employees who handle large amounts of data from a remote site may want to weigh their options for higher-speed communications links, such as ISDN service or broadband Internet using DSL or cable service in largely populated areas. Most remote workers will only be using email, accessing files on the office LAN, browsing the Internet, or connecting to a mainframe or other host system, along with a variety of other routine computing tasks.

When setting up a home office, you'll need more than just a desk, computer, and a phone. The type of hardware depends on the time spent at the home office. If an employee spends the majority of the week at the home office, he will need more permanent hardware. If he uses a laptop, for example, a docking station would make things more efficient. If a company requires video- and voiceconferencing, he would need specific hardware and software for this type of communication.

Power is also fundamental. An average home office setup should have at least five power outlets to accommodate typical power requirements, as well as a solid surge-protected power board or two for protection purposes. If work is critical, invest in a small UPS in case the power fails. There is no need to go overboard in the UPS department; something small enough for the home office would do the trick. One good example would be the Back-UPS ES (500VA - 725VA) from APC (American Power Conversion); this unit has enough power outlets and includes built-in phone/fax/modem line (DSL compatible) protection. Maruson Technology, a power protection manufacturer, offers the Standby UPS (POF-400S and POF-600S), which provides three battery power supply outlets (with surge protection) and three surge protected outlets.

Security

When corporate security is an issue, companies should consider

Go to Page 28, Column 1

Home Office Checklist

Telecommuting Plan
Create a telecommuting plan that spells out specific expectations and performance requirements for both sides.

Confidential User Agreement
This legal company agreement details the office property and states that data is company property and confidential.

ISDN Line
A digital phone line allows fast downloads and Internet searches. However, ISDN service isn't available in all areas, and monthly fees can be $100 or more.

ISP
Look for one that offers ISDN access, space for hosting Web pages, and good customer service.

Email
This is the best way to stay in touch with co-workers at the office. Try to get email through your ISP.

Remote Access Software
A remote access package such as those listed in the main article lets you access files on the office network from almost anywhere.

Multifunction Device
Instead of spending thousands on a printer, fax machine, and copier, buy a multifunction device that does all three for less than $200.

Company Software Compliance
Workers at home should have the latest versions of software used by the company, including antivirus, firewall, and data backup software and applications. Also enforce a "not for family use" rule for company-issued technology.

Phone Line
Teleworkers need a dedicated business telephone line and fax line. With the advancements in VoIP, however, the Internet may be the way to go.

Instant Messaging
Use an IM package, such as MSN Messenger, to stay connected with employees around the world.

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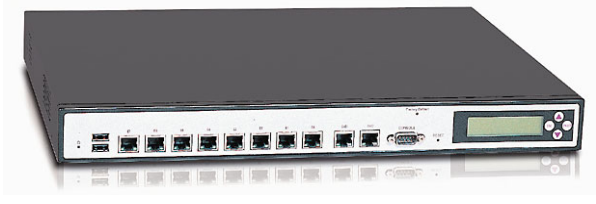

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Judging VoIP Quality

Use The Mean Opinion Score To Test VoIP Audio

by Will Kelly

• • •

VoIP AUDIO QUALITY is still a lingering doubt in some circles, as small to medium-sized enterprises migrate to VoIP from landline phones for economic and usability reasons. The predominant role of the telephone call in today's business transactions means people often resort to the telephone as their first choice for business communications, despite technological changes. VoIP audio quality monitoring needs to be part of an overall VoIP management solution to maintain total management of a quality VoIP audio experience.

A number of factors can affect VoIP audio quality, including too-high or low signal volume, noise, distortion, gaps in speech, and a variety of other network-related issues.

Mean Opinion Score

The MOS (mean opinion score) rating system originates with landline telecommunications audio quality testing. MOS is a selective evaluation of audio quality, as defined in the ITU-T P.800 Methods for Subjective Determination of Voice Quality specification. However, it's also important to remember VoIP's heavy network dependencies that affect audio quality but don't fall under MOS.

MOS is still somewhat useful with VoIP systems because the CODEC systems and DSP technology underlying many voice communications networks conserve network bandwidth but often compromise voice quality in telephone calls traveling the network. You can conduct bandwidth testing using software solutions, but call audio quality still requires the human ear for accurate call quality testing.

Formerly, MOS testing was a manual test requiring human reviewers to listen to the audio quality of phone calls. This subjective testing uses a mixed reviewer pool of males and females under controlled conditions.

MOS comprises an opinion scale rating a Conversation Test, a Difficulty Scale, a Listening Effort Scale, and a Loudness Preference Scale.

Testing Call Audio Quality Against MOS

A number of software tools are on the market to enable MOS testing of your VoIP telephony solution. These tools tackle MOS testing through complex, proprietary testing algorithms. Another advantage of these tools and their competitors is that their test results paint a complete picture of network conditions that may influence the VoIP call quality over the network. Here is a sampling of VoIP MOS measurement tools available.

Apparent Networks AppareNet Voice. AppareNet Voice is layer network assessment software designed to pinpoint VoIP issues across the enterprise. It tracks VoIP audio quality with MOS scoring amongst its other VoIP quality measurements. MOS isn't enough to accurately judge VoIP audio quality. AppareNet Voice's more comprehensive testing regimen of MOS and network bandwidth makes this product worth further investigation.

Brix Networks Advanced VoIP Performance Measurement Test Suite 2.0. The MOS testing component of the Advanced VoIP Performance Measurement Test Suite 2.0 provides test results measuring the call quality of the VoIP telephony system undergoing testing. Because MOS testing is one of many tests that Advanced VoIP Performance Measurement Test Suite 2.0 performs on a VoIP infrastructure, it offers a holistic view of issues affecting VoIP call quality.

Viola Networks NetAlly RealTime 4.3. NetAlly RealTime 4.3 offers full lifecycle management over VoIP network infrastructure. The product uses MOS to score the quality of VoIP calls over the network it is monitoring. Because NetAlly RealTime 4.3 performs a range of tests besides MOS on VoIP network infrastructure, it can compete against VoIP testing suites during requirements-gathering time.

Psytechnics PsyVoIP. PsyVoIP is a VoIP voice quality monitoring tool that passively and continuously monitors live customer phone calls over a VoIP system. The monitored calls are then scored against MOS to measure call quality. While PsyVoIP's method for monitoring call quality is attractive, it doesn't factor in bandwidth and other network issues that affect VoIP call quality.

Telchemy VQmon/EP. Telchemy's VQmon/EP product integrates into media gateways, VoIP end points, and IP telephones, enabling the product to track arriving voice packet streams and score the audio quality against MOS. Because Telchemy VQMon/EP isn't integrated into a larger VoIP testing tools suite, the tool operates at a potential disadvantage against MOS testing tools integrated in a larger product suite.

Using MOS To Assure VoIP Audio Quality

MOS maintains its seat as a quality measurement standard over phone call audio quality, even as many SMEs choose Internet telephony over landline telephones for their organization's telecommunication needs. Going the software route for MOS testing ensures that MOS quality scoring is automated and persistent and is scoring call quality on a continuous basis.

MOS Ratings Scale

The numerical results from the MOS subjective tests are mathematically averaged to reach a score. MOS ratings use the following scale to score the audio quality of a VoIP call.

Rating	Description
5	The call has excellent sound quality resulting in a phone conversation with no technical difficulties.
4	The call has good sound quality resulting in a phone conversation with audio quality similar to a long distance phone call.
3	The call has fair sound quality resulting in a phone conversation with some interruptions due to call quality, requiring one or both parties to repeat what they said in the call.
2	The call has poor sound quality with each party having issues hearing the other one speak clearly.
1	The call has bad sound quality resulting in no phone call because neither party can communicate effectively.

Set Up Shop At Home

Continued from Page 27

a VPN connection, which lets offsite workers connect to the company network securely through the Internet. However, some VPN solutions, depending on the number of connections, can cost more than what's required here. A VPN appliance such as the WatchGuard Firebox V10 would be suitable. The V10 is recommended for telecommuters and small offices using VPNs with central offices. Aventail and AEP Systems, SSL VPN appliance manufacturers, both provide VPN products that suit remote office setups.

If your setup does not have a firewall, it should be on the high-priority list. To avoid unnecessary vulnerability, apply the latest patches and updates accordingly. Virus protection is also paramount in this case, as any IT manager would be unhappy to find a corporate outbreak traced back to a laptop used in a home office.

Voice, Video & Remote Access

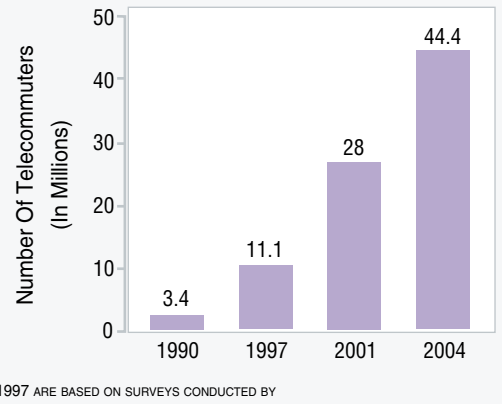
For users requiring video- and voiceconferencing in the home office, high-speed connectivity is ideal, although not essential. Jenni Hilton, marketing manager for NetSupport, says, "Video teleconferencing comes close to a face-to-face meeting. Setups using a desktop camera and software range in cost from $200 to $1,500, and you will need compatible hardware and software on both ends of the line." Home office users might also want a good-quality microphone for voiceconferencing, especially one that filters out background noise and includes a mute button.

Using remote access software over VPN technology has financial and technical benefits, Hilton says. "Secure remote access is an important form of business communication, especially for businesses seeking to be more productive with teleworkers. However, setting up a virtual private network is often too costly or too technical for businesses to deploy and maintain. Some businesses have turned to remote control software solutions, such as NetSupport Manager, to connect and maintain computers located outside of the office." Danware also offers NetOp Remote Control 8.0, remote control software supporting Windows, Linux, Mac, and CE devices.

IDC says that the rate of increase of remote employees working three or more days a month will climb just over 2% every year through 2008. At any rate, with broadband reaching ever further into homes, it's becoming more tempting for companies to set up home offices. When considering the ideal home office setup, don't forget other essentials, such as an ergonomic office chair, a few plants, and perhaps a good coffeemaker.

The Growth Of Telecommuting

The number professionals who are telecommuting to work has increased significantly in the past decade and a half. Experts predict the trend will continue to grow in the coming years.



SOURCES: THE FIGURES FOR 1990 TO 1997 ARE BASED ON SURVEYS CONDUCTED BY FIND/SVP. THE 1999 THROUGH 2004 DATA COMES FROM ITAC SURVEYS.

What's Happening

Network Management Redux

Organizations Must Embrace Dependency Mapping To Optimize Network Resources

by Stephen J. Bigelow

• • •

IMPLEMENTING A CORPORATE network requires a certain amount of technical skill and savvy, but managing that network once it's running can truly test the mettle of any IT professional. Generally speaking, network management encompasses two critical issues: seeing what elements are currently on the network and determining how those elements are working together at any given point in time. Any network administrator can tell you that this is far more difficult than it sounds, and virtually all organizations use network management tools to help probe and process the network. Gili Raanan, founder and CEO of nLayers, tells us that a new generation of management tools will be needed to master the corporate networks of tomorrow.

Agent Atrophy

Raanan says that many IT departments implement some form of EMA (enterprise management application) that includes a wide range of system and network information. Most of these tools rely on the use of both resident and passive agents to collect network data. While this tried-and-true approach can be quite effective at collecting information, current agents and tools don't go far enough to paint a picture of the current network. "Existing infrastructure management tools have a critical limitation: They cannot provide a 'real-time view' of the enterprise environment, a view that shows all the different applications and components and how they relate to and depend upon one another, as well as utilization and demand. Not having this visibility limits an IT organization's ability to achieve high availability, manage business initiatives, and lower operational costs," says Raanan.

Better management, he says, will come from more intelligence rather than more labor-intensive network monitoring. "With the bulk of IT budgets, staff, and management solutions allocated to monitoring networks and servers, the reality is that 54% of system downtime is a result of application failure rather than network or infrastructure issues, and 70% to 80% of SLA breach cases are reported by end users and not IT managers." The task is further complicated by the burgeoning size of today's networks. "The sheer size and complexity of the enterprise has rendered the task of tallying and mapping applications and components beyond the scope of what an entire legion of IT workers could manage manually," notes Raanan. Although management tools are improving, Raanan points out that superior network management will require real-time data that clearly illustrates demand, usage, and dependencies and presents that information in a practical and efficient way.

Better management will come from more intelligence rather than more labor-intensive network monitoring.

Declaring Your Dependents

Raanan notes that dependency mapping technologies will emerge as an essential part of network management tools, allowing administrators to receive timely information that can help to better align IT operations with business needs. Dependency mapping will automatically discover and correlate the sometimes confusing relationships between applications and infrastructure components. Raanan says, "With an accurate, 'living' model of how various components and applications work together to deliver a service, IT departments can understand how making changes or updates may impact service delivery, effectively and efficiently troubleshoot service failures, and uncover ways to significantly reduce IT overhead by identifying and eliminating underutilized resources."

"An example of a dependency map would be in the area of business applications," says Raanan. "If you look at the deployment of a Siebel application, there are several elements to deploy that are not on the same server, such as the app, database, gateway, mail, cluster, reporting engine, etc. These are all separate entities on separate servers—maybe even in different data centers. If one thing changes, it affects everything. Knowing what the dependencies are helps IT organizations track problems down faster and more proactively."

Gaining InSight

nLayers' own InSight product incorporates agentless dependency mapping techniques that offer important capabilities to busy administrators. Because dependency mapping can discover and identify the demands and usage patterns of network resources in real-time, organizations can optimize the busiest applications and servers, often lowering the cost of ownership. "Once resources are optimized, nLayers' InSight maintains the optimum environment with behavior modeling and alerts IT when thresholds are crossed thus enabling faster mean-time-to-repair by identifying the infrastructure or application component that is at risk," says Raanan. "nLayers technology also enables organizations to reduce the risks involved in rolling out changes to production environments by identifying the impact of changes on deployed applications and users and ensure business continuity through impact analysis planning."

Beyond the importance of dependency mapping itself, Raanan is quick to point out that any management/mapping solution must also be easy to implement and use—and impose no penalty on the enterprise network being managed. InSight addresses these concerns as an agentless appliance that easily connects to an existing infrastructure. InSight is also a passive device, so all operations can be performed without writing a single packet to the network. "It can be deployed in under 60 minutes, requires minimal operational training or maintenance, and does not disrupt the application infrastructure in any way," notes Raanan.

Once implemented the appliance builds a 3D model of the network environment (dubbed an Application Behavior Model) that holds all applications, hosts, interdependencies, and demand for service over time. "For nLayers' customers, these models serve as the foundation (and key enabler) for a wide range of critical IT initiatives, including change and configuration management, IT governance, capacity planning, business service management, and business continuity planning," says Raanan. Such initiatives are supported directly by the appliance: "With wizards and best-practices, nLayers' InSight guides customers step-by-step through a series of initiatives aimed at reducing costs by consolidating, identifying, and eliminating over-provisioning and waste and ensuring that existing resources are being fully used."

Ultimately, Raanan sees dependency mapping as the answer to increasingly sophisticated network environments, especially when faced with pressing matters such as VoIP and security concerns. He says, "The networked environment will only get more complex as time goes on with voice and data converging. We think that with more and more companies tightening security, being able to work with IPsec and other security measures will make tracking usage, demands, and dependencies that much harder to do." P

What's Next

Intel Dual-Core: The Next Generation

CHIPMAKERS SUCH AS INTEL, AMD, AND SUN have been pushing toward the adoption of multicore processors, placing more than one processor core on the same piece of silicon or in the same processor package. Multicore processors allow for greater processing power without adding more power (or heat) to any single chip. With initial dual-core chips now appearing from AMD and Intel, attention is already focusing on second-generation designs. Intel has indicated that three new second-generation products are slated for late 2006 and beyond. Intel's Conroe chip is intended for desktop systems; the Merom processor is slated for mobile PCs; and the Woodcrest is directed toward low-end server systems. AMD has taken the opposite course, releasing its dual-core Opteron processors in April and planning to release its dual-core desktop processors in mid-2005.

Industry Competing For New XML Spec

AS BUSINESSES RELY MORE HEAVILY on data exchanges, the issues of compatibility and performance play a critical part in any such processes. The IT industry has long been working toward standards designed to ease the exchange of data between backend systems. XML has emerged as one technology for data exchange over the Internet, spawning many variations and related standards. Industry leaders IBM, Microsoft, BEA Systems, and Tibco Software have recently introduced an XML-based specification called WS-ReliableMessaging (or WS-RM) to OASIS for its consideration. The royalty-free WS-RM proposal, if approved, should allow for software to reliably exchange data regardless of the software vendor, a key attribute for improved Web services. However, there's a fly in the WS-RM ointment. OASIS already approved a similar WS-Reliability (or WS-R) specification in 2004. Because WS-R seeks to guarantee the delivery of XML data, it essentially accomplishes the same objective as the WS-RM proposal. Still, initial indications suggest that OASIS will take up this emerging industry initiative in a new technical committee.

Niagara Spilling Out Early

SUN MICROSYSTEMS HAS BEEN working diligently on the development of two new processors: the UltraSparc IIIi+ and the Niagara processor. While UltraSparc IIIi+ represents a relatively conventional single-core/single-thread processor design, the more radical Niagara (along with its future iterations—Niagara II and Rock) have generated more interest in the IT community. Niagara employs eight processing cores on the same silicon, each able to manage four simultaneous threads, allowing a Niagara processor to handle 32 threads. Sun expects that Niagara will offer 15 times the throughput of the UltraSparc IIIi processor (perhaps more). Such processing power will only demand 56 watts of power (compared to 95W for AMD Opteron processors or 90W to 130W for Intel Xeon processors). Niagara was originally slated for release sometime in 2006, but Sun suggests that the successful deployment of Niagara test systems may allow for an earlier release. Although an accelerated date has not been released, it may likely be an advancement of several months, bringing out Niagara early in 2006 or even late in 2005.

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- Isolate HVD Segments of a SCSI bus
- Standalone and Board-level Versions
- Targets & initiators located on both sides of expander

For Complete Product Information:
www.paralan.com/mh32.html

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Fax: (858) 560-8929
WEB: www.paralan.com
EMAIL: scsi@paralan.com

ESCON® to Bus/Tag Converter
Virtual Booth 3827 • Virtual Product 1623

$2,900
MSRP

Optica Technologies 34600 FXBT Converter provides attachment of legacy bus/tag peripherals to an ESCON FX fiber optic channel directly or through an ESCON Director. The converter operates by converting the peripheral's electrical interface signals into light pulses for transmission to the fiber optic channel. Fully IBM 9034 compatible. *ESCON is a registered trademark of IBM Corporation.*

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700 Pleasant Valley Drive
Springboro, OH 45066-0848
Phone: (800) 953-4773
Fax: (937) 704-0101
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EMAIL: sales@opticatech.com

Multiprotocol Router
Virtual Booth 3977 • Virtual Product 1898

Provides a unique platform for hosting multiprotocol routing services that increase SAN connectivity options and improve resource utilization. By integrating multiple services in a central platform, the SilkWorm helps provide a flexible foundation for implementing a utility computing infrastructure and efficient Information Lifecycle Management within a familiar Brocade SAN environment.

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Fax: (408) 487-8101
WEB : www.brocade.com
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FC Stackable Switch
Virtual Booth 4049 • Virtual Product 1991

SANbox® 5200 Fibre Channel Stackable Switch
Get the scalability and performance of a chassis switch in an easy-to-manage, pay-as-you-grow solution. Sixteen 2Gb ports plus a four-pack of high-speed 10Gb ISL ports. Start with as few as 8 ports activated, then expand in 4-port software-keyed increments. Built-in config wizards, high interoperability and I/O StreamGuard for RSCN suppression help you build fabrics quickly and cost-effectively.

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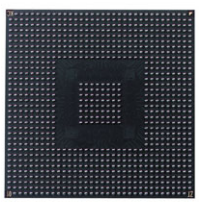
WEB: www.qlogic.com
EMAIL: sales@qlogic.com

Embedded Storage Switch
Virtual Booth 4142 • Virtual Product 2116



InSpeed™ SOC 422 Embedded Storage Switch
- 22-ports, 4, 2 or 1 Gb/s per port speeds
- Integrated Fibre Channel Controller
- Automatic Trunking
- Fairness & Prioritization eliminates "drive starvation"
- Advanced diagnostics, performance and monitoring
- Compatible with InSpeed Embedded Storage Switches

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InfiniBand Switch Router
Virtual Booth 3707 • Virtual Product 1298

The **Voltaire ISR 9024** is a high-performance, low-latency, fully non-blocking InfiniBand switch that is ideal for high-performance clusters and grid computing.
- 1U form factor with 24 4X (10Gbps) InfiniBand ports
- Available bandwidth of 480Gbps
- High availability design
- Reduces TCO for clusters

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Fax: (978) 439-5401
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EMAIL: info@voltaire.com

InfiniBand Switch System
Virtual Booth 3735 • Virtual Product 1651

MTS2400 - 24-Port Modular InfiniBand Switch System
Industry-leading InfiniBand Switch systems are based on Mellanox InfiniScale & InfiniScale III switch silicon & offers support for both 10 & 30 Gbps ports in flexible configurations. Offers significant price performance advantages over Ethernet switches as well as other more expensive proprietary networks.

Mellanox Technologies

2900 Stender Way
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Fax: (408) 970-3403
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EMAIL: info@mellanox.com

Infiniband Switch
Virtual Booth 3848 • Virtual Product 1641

Topspin 270
Provides the industry's only InfiniBand switch designed to maximize reliability, availability, and serviceability. With fully redundant, hot-pluggable components and hitless failover, the Topspin 270 provides a director-class 96-port 4x or 32-port 12X switch for building scalable, highly available clusters.

TOPSPIN

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Switched Computing
Virtual Booth 3848 • Virtual Product 1642

Topspin 360, the industry's first Switched Computing System, provides unprecedented levels of availability, scalability, and manageability for deploying server clusters and on-demand computing. Switch modules provide multiple terabits of internal bandwidth, and up to 12 expansion modules for Fibre Channel and Ethernet in a single enclosure, providing "pay-as-you grow" scalability.

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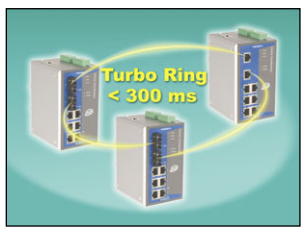
WEB: www.topspin.com EMAIL: info@topspin.com

Industrial Ethernet Switch
Virtual Booth 3795 • Virtual Product 1564



EtherDevice™ Switch EDS-508 Series
Industrial 8-Port Managed Redundant Ethernet Switch
- -40 to 75 degrees C Temperature
- Turbo ring with 300 ms fast recovery time
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EMAIL: sales@bravobravo.com

Secure Ethernet Switch
Virtual Booth 3789 • Virtual Product 1781

IC36240 **$1749**

IC36480 **$3499**

Contains powerful authentication and CoS capabilities at industry-leading prices

The IntraCore 36000 Series of Layer 2 Gigabit Ethernet switches are designed to provide high-density 10/100/1000BaseT connections at the edge of the network in a space-saving 1 rack-unit form factor. Comes in 24-port (IntraCore 36240) and 48-port (IntraCore 36480) switches.

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Fax: (408) 435-7511
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EMAIL: sales@asante.com

Gigabit Managed Switch
Virtual Booth 4065 • Virtual Product 2022

$299

HotBrick GigaBrick 2600 Layer 2 Managed Switch

The GigaBrick 2600 is the perfect solution to allow your network to achieve Gigabit speeds. With state-of-the-art technologies such as 2 Gigabit ports, VLAN, QoS, Port Mirroring, Flow Control and Web traffic management, the GigaBrick 2600 is the perfect investment for your future needs.

HotBrick

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VoIP Across NAT Firewalls
Virtual Booth 3722 • Virtual Product 1400

Starting at **$12,000**

PeerPoint transparently traverses NAT firewalls with no additional customer premise equipment required and no replacement of the existing security infrastructure.

- Reach Subscribers behind firewalls
- Serve VoIP through existing firewalls
- Resolve Compatibility issues
- Intrusion Prevention and Session Control

Jasomi Networks — The Network Boundary Experts

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EMAIL: sales@jasomi.com

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Virtual Booth 1351 • Virtual Product 1763

MSRP **$399**

Acrosser AR-M9919 with WinCE.net

- Embedded solution w/ TUI, VAIL, complete network stack
- Low power and fanless 300MHz processor
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Fax: (714) 827-9908
EMAIL: sales@acrosser.com

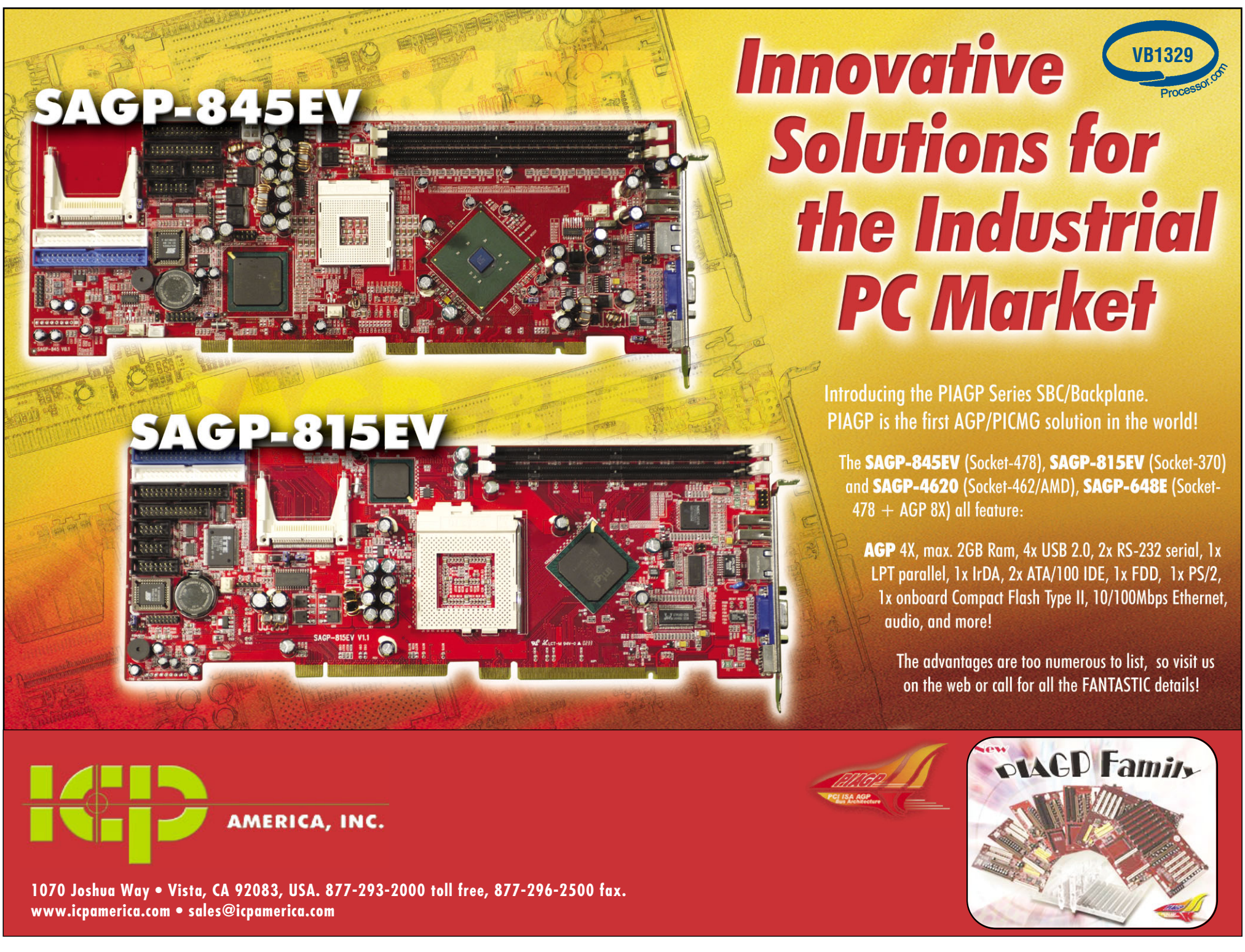
Telephony Appliance
Virtual Booth 4038 • Virtual Product 1978

Ideal for medium to large enterprise locations the EdgeMarc 5300 includes 1 x 10/100/1000 Ethernet LAN interface and 1 x 10/100/1000 Ethernet WAN interface. It replaces multiple standalone systems by integrating a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

EDGEWATER NETWORKS, INC.

2730 San Tomas Expressway
Phone: (408) 351-7200
WEB: www.edgewaternetworks.com

Santa Clara, CA 95051
Fax: (408) 727-6430
EMAIL:Sales@edgewaternetworks.com



Telephony Appliance
Virtual Booth 4038 • Virtual Product 1977

Ideal for small to medium enterprise locations the 4300T includes a T1 CSU/DSU WAN interface, 4 x 10/100 Mbps LAN interfaces and a crypto co-processor for VPN applications. It replaces multiple systems by integrating IP routing, a VoIP application layer gateway to resolve NAT/Firewall traversal issues, VoIP survivability, network security, call quality monitoring and QoS.

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2730 San Tomas Expressway, Santa Clara, CA 95051
Phone: (408) 351-7200 Fax: (408) 727-6430
WEB: www.edgewaternetworks.com EMAIL:sales@edgewaternetworks.com

Voice/Fax Over IP Gateways
Virtual Booth 29 • Virtual Product 1761

Multi-Tech MultiVOIP gateways provide toll-free voice and fax communications over the Internet or Intranet. The MultiVOIP family of analog and digital models ranging from one to 60 ports, connect directly to phones, fax machines, key systems, PSTN lines or a PBX to provide real-time, toll-quality voice connections to any office on a VOIP network. MultiVOIP is designed to help maximize investments in the existing data and voice network infrastructure.

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Fax: (763) 553-1964
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EMAIL: sales@modemexpress.com

VoIP Router
Virtual Booth 3339 • Virtual Product 2241

The Z-Connect router combines a voice gateway and network router in a single device. Simply plug in your analog telephone for instant VoIP capability and connect up to four computers for secure, shared Internet access. Includes up to 150 minutes of ready-to-use, free call time. When you plug in your analog phone, you can begin immediately making local, long-distance and international calls for free.

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Four-Channel VoIP Gateway
Virtual Booth 3987 • Virtual Product 1920

EVoIP-4010 is a four-channel VoIP gateway in a rack-mountable enclosure. Once installed, the EVoIP-4010 provides IP trunking to remote offices or local and long-distance communications via VoIP. It includes new features such as an integrated hub for easier integration and connection to IT and phone networks and support for 110V and 220V systems in a single unit.

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VoIP Management Tools
Virtual Booth 3980 • Virtual Product 1994

Without Qovia on your VoIP network, you're driving blind. VoIP Networks Don't Run Themselves. That's why you need the VoIP Management Tools from Qovia.

QOVIA™ VoIP Monitoring and Management

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Fax: (301) 846-0065
WEB: www.qovia.com
EMAIL: sales@qovia.com

VoIP Systems
Virtual Booth 3787 • Virtual Product 1553

The Cisco family of IP and wireless IP phones provides a complete range of communications devices designed to take full advantage of the power of your data network, while providing the convenience and ease-of-use you've come to expect from your business phone. From the home office to the manufacturing floor, from the lobby to the executive suite, there is a Cisco IP phone for you.

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Turnkey VoIP Solution
Virtual Booth 3970 • Virtual Product 1886

Multiservice Networks

The convergence of voice, video and data is here today. **GTP Voice™** is a complete, turnkey Cisco-based IP Telephony and Call Center solution for small and medium-sized businesses. GTP plans, designs and implements complete IP Telephony / Call Center solutions & converged voice/data networks with products & technology from Cisco Systems. **Our solutions feature:**

- Desktop and wireless LAN IP phones
- Centralized, server-based call processing with Cisco Call Manager
- Integrated voice & email messaging using Cisco Unity
- Gateways to public telephone networks & legacy PBXs
- Automated call distribution & interactive voice response for call centers based on Cisco IPCC Express

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VoIP Solutions
Virtual Booth 3959 • Virtual Product 1874

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Let ALC Services take the mystery out of Voice Over IP (Internet Telephony) and show you how the awarding winning 3Com NBX can deliver a significant cost savings by converging Voice and IP services onto a single unified platform, thus reducing your cost of ownership by eliminating dual IT support costs.

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VoIP/PSTN Phone System
Virtual Booth 4051 • Virtual Product 1996

$1,793

TalkSwitch, Centrepoint Technologies' hybrid phone system, combines traditional and VoIP telephony for offices with 1 to 32 users per location at breakthrough prices. With rich features including auto attendants, voicemail, remote extensions and much more, TalkSwitch improves image, reduces communication costs and keeps you connected everywhere. It's the easiest system to install, configure and use.

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EMAIL: sales@talkswitch.com

Switched Video
Virtual Booth 4081 • Virtual Product 2043

Broadband Multimedia-Service Router (BMR) is an intelligent, highly versatile routing and switching platform that delivers broadcast or on-demand video services with reliability, scalability and efficient resource utilization.The BMR features BigBand's NativeMedia Operating System, which enables operators to rapidly add a wide range of digital media services without overhauling existing architectures.

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Broadband Wireless Access
Virtual Booth 4079 • Virtual Product 2041

- 5.8GHz frequency band & data rates up to 72 Mbps
- Highest power OFDM radio for NLOS operation
- 400mW output radio extends 5.8GHz ranges to unprecedented distances
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- Achieves near or non-line-of-sight (NLOS) links
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Last Mile Connectivity
Virtual Booth 3942 • Virtual Product 1835

The FlightStrata Family is for enterprise customers in need of longer distance connectivity & Gigabit Ethernet speeds

- Data Speeds: up to 1.25 Gbps - from T1/E1 to Gigabit
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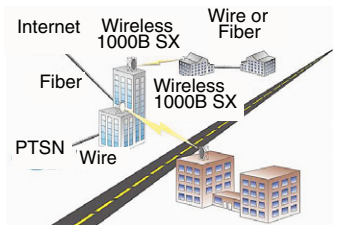
Turnkey Wireless Solution
Virtual Booth 3962 • Virtual Product 1878



Ideal Alternative to Multiple T1s or Fiber-Optic

- 6 to 9 months ROI
- 99.99% reliability - Unaffected by weather
- Typically installed within 2 weeks in the USA
- You own the connection - No monthly payments
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Velox LE IP
License-exempt carrier class IP backhaul solution, ideal for VoIP and low-latency applications.

- 90Mbps Ethernet
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Embedded Wireless
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ZigBee™ Alliance
Wireless Control That Simply Works

The **EM2420 radio solution** is the ideal, best in class communications product for a wide array of low-cost, power-efficient, low data rate applications. It comprises multiple microcontroller interface, reference designs and the ground breaking **EmberNet embedded networking software.** It is designed to comply with the IEEE 802.15.4 short-range wireless standard and easy over-the-air upgrade.

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Wireless Networking System
Virtual Booth 3907 • Virtual Product 1778

Access/One Network by Strix Systems

- Mesh Networking: Self-configuring, self-tuning, and self-healing
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EMAIL: sales@strixsystems.com

Wireless Solution
Virtual Booth 4026 • Virtual Product 2161

Wireless-G
120GB Server
$599

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WLAN Router
Virtual Booth 3761 • Virtual Product 1526

BeaconMaster™ WLAN Router
BeaconMaster controllers are high-performance platforms that provide centralized intelligence for the Chantry WLAN solution. Each BeaconMaster is a full-functioning router that aggregates all access points-BeaconPoints as well as third-party access points-into what appears as individual, centrally managed IP subnets to the rest of the network.

chantry NETWORKS

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Waltham, MA 02451
Phone: (781) 547-0060
Fax: (781) 547-0059
WEB: chantrynetworks.com
EMAIL: sales@chantrynetworks.com

Wireless Outdoor Bridge
Virtual Booth 4048 • Virtual Product 1990

The EasyBRIDGE 11 seamlessly connects LANs across multiple buildings thereby eliminating expensive recurring leased line fees. The result is a carrier quality connection that pays for itself in less than a year, or even sooner with replacing multiple leased lines. Featuring low cost cabling, easy installation, rapid scalability, and seamless integration into existing Ethernet networks, the EasyBRIDGE 11 enables immediate deployment while ensuring maximum cost efficiency. Using Direct Sequence Spread Spectrum technology in the 2.4GHz license-free band, the EasyBRIDGE 11 is ideally suited for superior building-to-building connectivity in co-located fixed LAN environments.

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Wireless LAN Analyzer
Virtual Booth 3836 • Virtual Product 2223

BumbleBee™ Precision Calibrated Spectrum Analyzer
BumbleBee™ measures four distinct wireless bands: 900 MHz, 2.4 to 2.5 GHz, 5.1 to 5.5 GHz & 5.5 to 5.9 GHz. BumbleBee™ includes advanced spectrum analysis features and allows for on-the-fly switching of bands for realtime spectral analysis of interference including RFID, VoIP, 802.11(b,a,g & Bluetooth) and cordless phones/video.

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Outdoor Mesh Router
Virtual Booth 3982 • Virtual Product 1907

- Wireless mesh network creates a wireless backhaul eliminating the need for trenching & cable pulling
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WLAN Security Appliance
Virtual Booth 3841 • Virtual Product 1636

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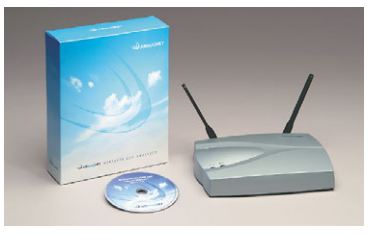
WLAN Security System
Virtual Booth 3690 • Virtual Product 1254



AirMagnet Enterprise 5.1 brings enterprise-level security to your wireless enterprise with 24x7 control over all WLAN in all locations. Industry-leading security including complete **Rogue Management**, wireless **Intrusion Detection and Prevention**, **Policy Monitoring** and intergrates with Cisco WLSE. To start your **FREE evaluation**, please visit www.airmagnet.com/processor.

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WLAN Intrusion Protection
Virtual Booth 4131 • Virtual Product 2105

Wireless Gateways starting at
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Wireless Sensors starting at
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Bluesocket's award-winning open systems Wireless Gateways and Intrusion Protection Systems secure and manage WLANs for hundreds of enterprises worldwide.

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Wireless LAN Security
Virtual Booth 3663 • Virtual Product 1224

Starts At
$4,205

BorderGuard - More Secure Than Wired Networks
An easy-to-use platform for all WLAN, wireless VPN and traditional remote access needs.

- Includes BorderGuard™ VPN appliance, secure network roaming Client, and Tunnel-Lock™ endpoint security
- Embedded, strong bilateral authentication
- FIPS 140-2 & Common Criteria cert; HIPAA compliant

BLUE RIDGE NETWORKS

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EMAIL: sales@blueridgenetworks.com

Wireless Security Gateway
Virtual Booth 3786 • Virtual Product 1551

The AF7500 sets the enterprise standard for high performance, secure, manageable and reliable wireless LANs. The AF7500 centrally connects and manages numerous access points in one or more compact rack mount units. All critical security operations - encryption, authentication, data integrity checking, key exchange and data compression are optimized to minimize hands-on management.

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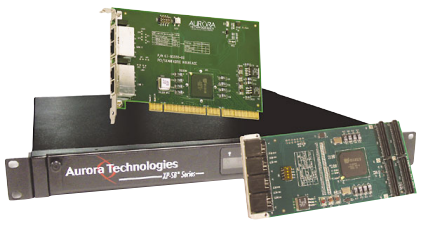
PCI Expansion System
Virtual Booth 3744 • Virtual Product 1454



The XP-SB Expansion System features PCI 2.2-compliant, 64-bit/66MHz slots and is compatible with cPCI, PCI, and VME host systems. It consists of a PCI or optional PMC host card and a 1U rackmount chassis housing two or three PCI slots. The XP-SB is ideal for industries that require maximum performance and continuous operation, such as telecom, military/defense, and industrial computing.

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PCI-SCI Adapter Card
Virtual Booth 4025 • Virtual Product 1964

D341
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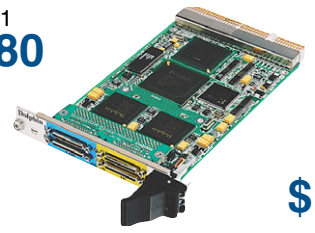

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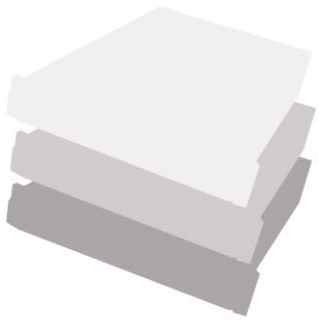

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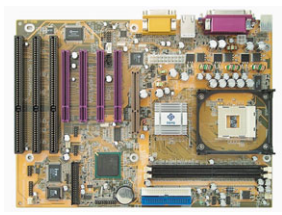

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Industrial ATX Motherboard

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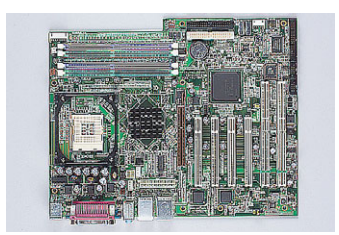

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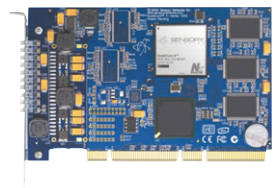

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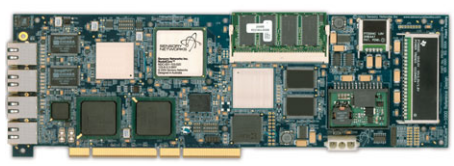

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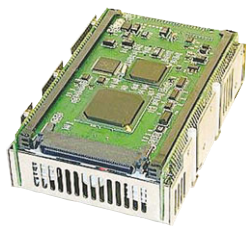

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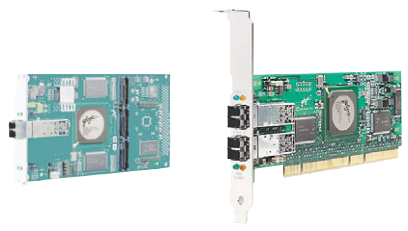

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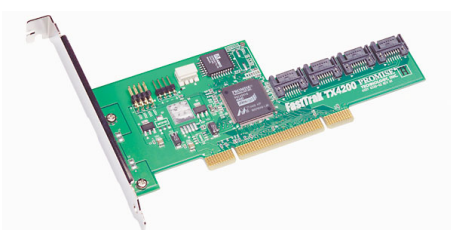

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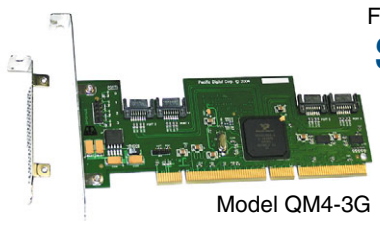

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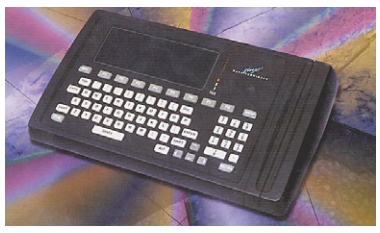
Data Collection Computer
Virtual Booth 3869 • Virtual Product 1704



The LINX VIII is a powerful data collection alternative for those situations when the familiar look and feel of the MS Windows interface and management tools are desired. Running Microsoft's next generation embedded operating system, CE.NET, the LINX VIII allows you to use your existing Microsoft desktop development skills with off-the-shelf Visual Studio .NET to create managed code solutions.

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Rack Mounted KVM Drawer
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RackView™

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- Large storage space behind keyboard (1U models).
- 2U models with locking storage beneath keyboard.
- Supplied with smooth-action ball bearing slides.
- USA manufacturer of a variety of rack mount products.

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Universal DVI Converter
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DVI, VGA, S-Video, Video image signal to DVI signal

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- Output : 1 DVI
- Compatible with DVI standard
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Remote Server Management
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Single-User KVM Switch
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UltraConsole™
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KVM Command Center
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Model: B020-016

Control an entire network in just 1U rack space-includes keyboard, 15" LCD screen, touchpad and 16-port switching capability

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Virtual Booth 4107 • Virtual Product 2077

Power Pad 80 starts at **$249** USD

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EMAIL: sales@electrovaya.com

Portable Battery Solution
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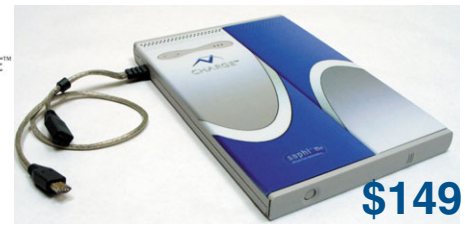

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- ColorEdge CG210 is ideal for all color-critical graphics applications like retouching, pre-press, and fine art.
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Virtual Booth 3082 • Virtual Product 1799

NSA 1041
NexGate is the next-generation network security appliance platform designed to meet the high demands of a hardware platform, network security box, desktop or firewall for SMB (small to medium business) & corporate network security devices. **$721 barebone unit (includes CPU)**
The new NSA 1041 main features:

- 1U Rack mount Network Security Appliance with Intel® UVL Intel® Celeron Processor 650MHz
- DDR RAM and 4 Ethernet Ports
- 1U rack mount chassis, 650MHz
- One on board Compact Flash Socket
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Virtual Booth 1329 • Virtual Product 2039

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Virtual Booth 4047 • Virtual Product 1989

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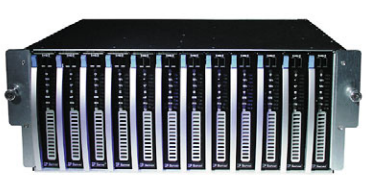
CMS-4U XEON Blade Server
Virtual Booth 3794 • Virtual Product 1561



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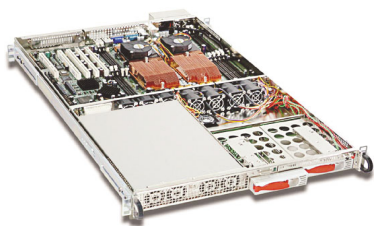
1U Quad Opteron Server
Virtual Booth 3062 • Virtual Product 1728



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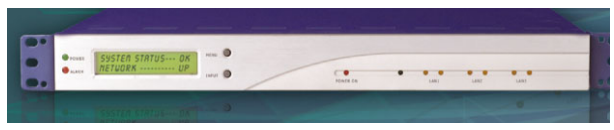

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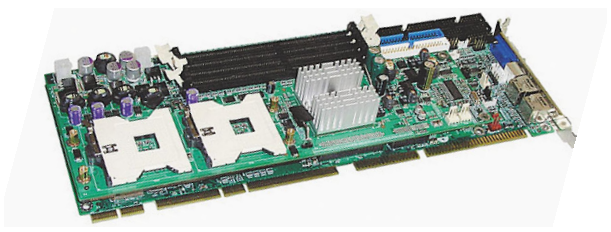

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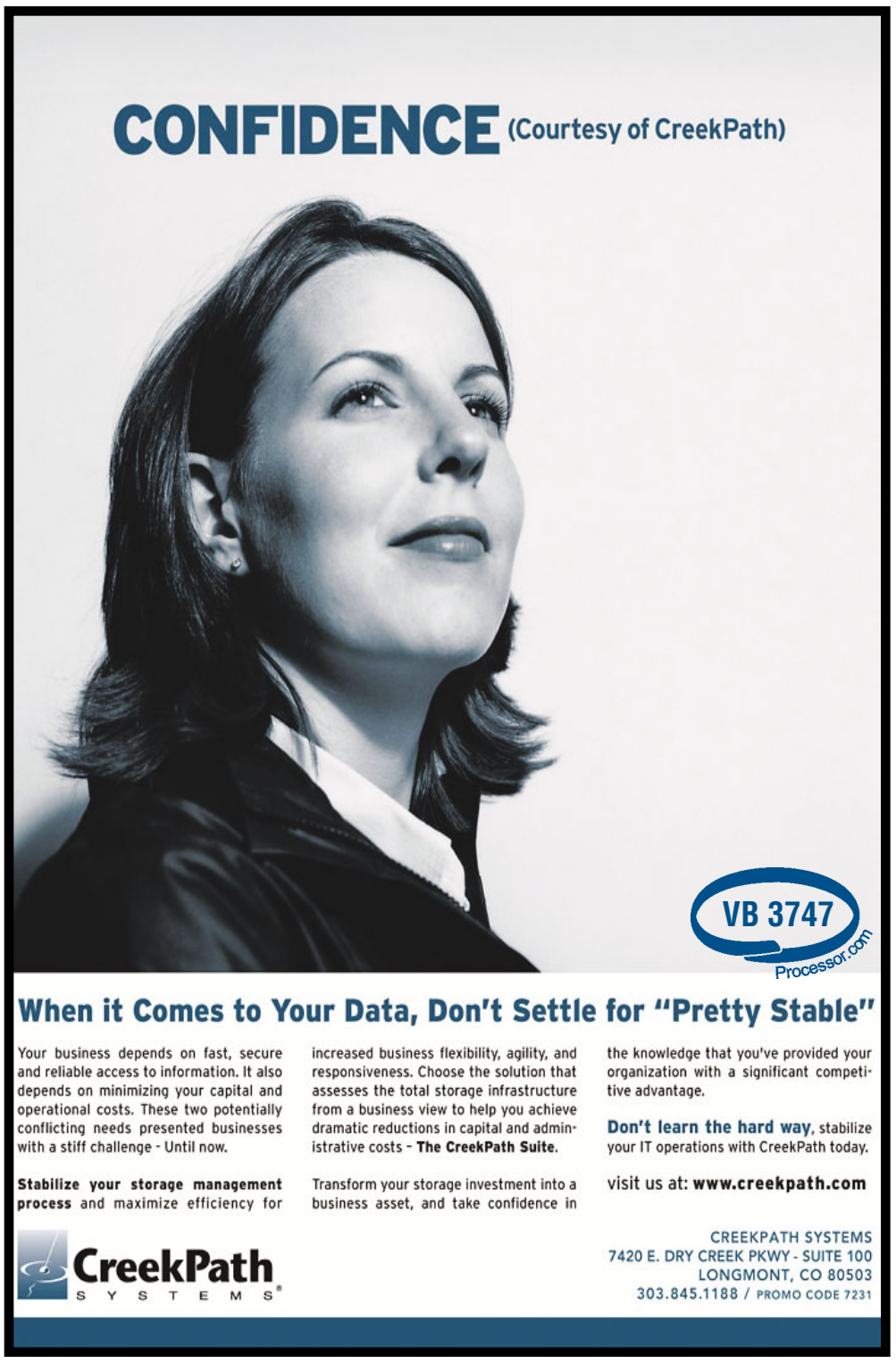

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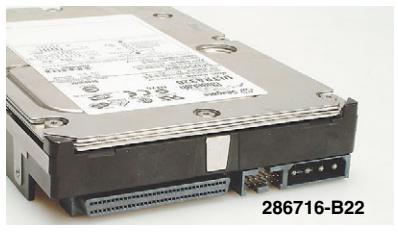
Virtual Booth 3817 • Virtual Product 1611



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CD-R **$990** DVD-R / ±R **$1790**

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Store frequently copied CD or DVD images in the ReflexPro7
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SAS Fanout Expander
Virtual Booth 4199 Virtual Product 2275

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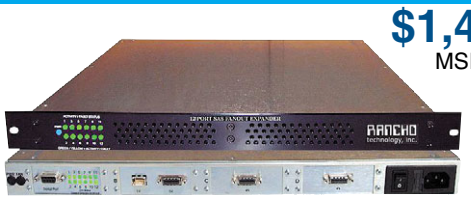
MSRP



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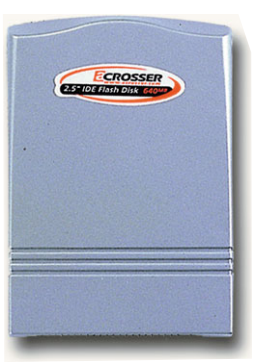

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Mini Computer Node
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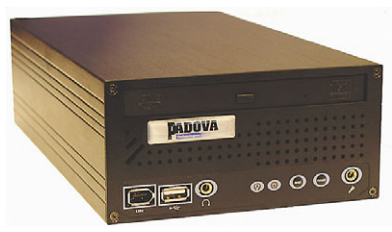

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Look for the **Virtual Booth (VB####)** or **Virtual Product (VP####)** numbers throughout this publication.

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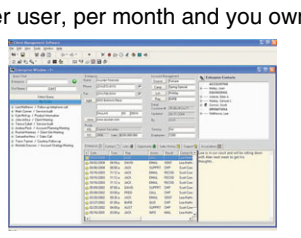

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Web-Based Service Desk
Virtual Booth 3965 • Virtual Product 1881

The Easy-to-use, Comprehensive 100% Web-based Service Desk. Powerful. Flexible. Affordable.

FootPrints gives you flexible, comprehensive capabilities without the burden of required programming, consulting, or dedicated staff to run it. You'll be running in live production in just days with centrally managed tracking for all incoming customer requests, from multiple channels (phone, email web, live chat & wireless devices), self-service online, knowledge management, business rule automation, service level management, two-way email management, workflow and change management, and powerful, automated metrics and reporting to keep a constant pulse on productivity, trends, and performance.

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Process Automation
Virtual Booth 3961 • Virtual Product 1877

The Intersection of People and Technology - Offering superior visibility into and control of service delivery for complex IT environments.

The Active Reasoning solutions:
- Report and track activities taken within the infrastructure.
- Guide individual activity and actions according to established policies, ensuring consistency and integrity in IT operations.
- Automate repetitive or labor-intensive operations, freeing valuable IT staff time for higher-value operations.
- Manage the activities of the IT organization by incorporating policies, procedures, and best practices.

Active Reasoning closes the gap between NSM and Service Management solutions, focusing on the human actions that support service delivery.

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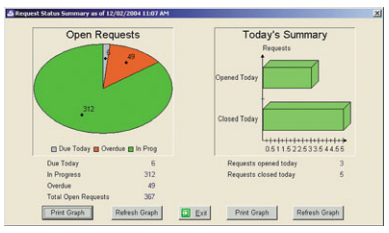
Fax: (650) 404-9902
WEB: www.activereasoning.com
EMAIL: sales@activereasoning.com

Help Desk & CRM Solutions
Virtual Booth 4160 • Virtual Product 2143



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NetKeeper lets you give superior customer service and make faster, informed business decisions. NetKeeper manages service and sales to increase productivity and customer satisfaction with integrated tools for automated call entry, Web self service, email, knowledgebase, inventory and reporting. NetKeeper is easy to deploy & to use and requires no programming ability to customize.

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Web-Based Help Desk
Virtual Booth 4244 • Virtual Product 2392

$695
Starting Price

Whether you require a simple call logging system or a more sophisticated help desk with Service Level Agreements, Escalation Processes and Email Alerts, HelpBox™ provides the ideal solution.

- Corporate Look and Feel
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- Active Directory / LDAP integration LOG

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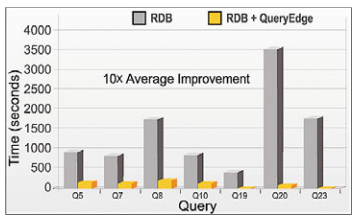
Phone: (866) 529-8664
WEB: www.helpbox.com
EMAIL: sales@helpbox.com

Query Acceleration SW
Virtual Booth 4055 • Virtual Product 2004



With **RightOrder QueryEdge**, you can reduce IT costs and increase ROI on existing hardware while increasing the performance of your Oracle database. Whether you're running ERP or BI applications, ADS accelerates queries using patented indexing technology, all without added hardware or modifications to existing databases or applications. Before you invest more money, try **QueryEdge**.

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Data Synchronization Tool
Virtual Booth 4070 • Virtual Product 2029

MaXware ExpresSync

MaXware's ExpresSync is a one-to-one data synchronization tool that enables enterprises to easily manage their identity integration requirements. ExpresSync securely moves data between any two repositories or applications - regardless of platform, protocol, type or location. ExpresSync is a low cost, scalable solution designed to meet the critical needs of an organization, improve efficiency and provide a rapid return-on-investment.
The MaXware ExpresSync is one component of MaXware's overall Identity Management offering including Meta Directory, Virtual Directory, Workflow, Provisioning and Password Management.
Starting at $8,500

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OCR Software (Suite)
Virtual Booth 4052 • Virtual Product 1997

The amount of information that arrives at your business increases everyday. And while a high percentage is Internet-based, much of it still comes the traditional way - via paper documents. AnyDoc Software provides a complete line of automated document and data capture software solutions to eliminate the need for manual data entry from all your paper invoices, forms and documents.
Our multiple award-winning OCR for AnyDoc® is the most powerful and flexible data capture solution available. It is currently in use at thousands of businesses worldwide, in virtually every industry, transforming stacks of paper invoices, forms and documents into computer-readable data without any need for data entry operators.
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Email Utility
Virtual Booth 4080 • Virtual Product 2042

Accellion OneCopy™

The Accellion OneCopy™ immediately improves mail performance by removing attachments from the messaging server. For IT staff, Accellion reduces mailbox storage - by up to 80% - and makes backup and restore times dramatically faster. For users, they will no longer hit mailbox quota limits.

Accellion OneCopy allows IT to regularly and automatically remove attachments from the messaging server, replacing each attachment with a secure link. Attachments can be moved to any integrated storage. The email message remains intact and searchable. Attachments are accessible by simply clicking on the link. **Starting at $8000 for one appliance for 250 users.**

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Email Utilities
Virtual Booth 4194 • Virtual Product 2228

Automatically Manage Mailboxes, PST Files and Public Folders

Mail Attender® Enterprise centrally manages content within PST files (network accessible and local), public folders and Exchange mailboxes to save your company time and expense.
Archive documents and attachments to a secure location, perform keyword searches to locate/retrieve information, enforce retention policies that proactively control storage space, address compliance issues and compact PSTs. Management is transparent to end users and can be applied to certain users or groups. Download a FREE TRIAL today and immediately view statistics across your entire enterprise!
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Automation Solutions
Virtual Booth 4097 • Virtual Product 2061

Application Automation Solutions

Tidal Software Inc is a leading provider of application automation, integration, and management solutions. Tidal provides organizations with products that ensure applications run at peak efficiency and bolster the business value that companies need to be successful.
- Increases productivity by delivering automation across a wider portion of your enterprise
- Enhances system reliability via intelligent automation and minimizes expensive downtime
- Maximizes scalability to handle your largest applications and networks
- Optimizes service and competitive advantage by speeding mission-critical business application processing

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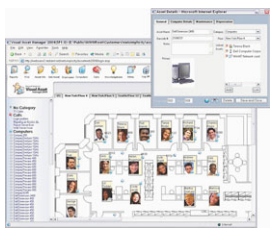
EMAIL: sales@tidalsoftware.com

Asset Management
Virtual Booth 3964 • Virtual Product 1879



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Asset Management Tool
Virtual Booth 4244 • Virtual Product 2391

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Got 2 minutes? This is all it takes to start CONTROLLING your asset inventory and licensing with AuditWizard™.

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Transaction Processing
Virtual Booth 3926 • Virtual Product 1808

Adaptive Server Enterprise (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. Continuing the legacy of business-critical performance and cost-effective computing, ASE 12.5.2 is faster, more efficient, and easier to deploy and maintain.

Sybase ASE is focused on the core factors that affect total cost of ownership-operational requirements, system performance, and application development. Sybase ASE includes built-in self-management tools, wizards to automate routine tasks, advanced XML and Web services support, and real-time message services when used with the Sybase Real-Time Data Services (RTDS) package.

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Application Portfolio Mgmt
Virtual Booth 3886 • Virtual Product 1734

Better IT Management, More Effective Decision Making

By accurately consolidating multiple levels of information into an enterprise-wide Application Portfolio Management (APM) system, **BluePhoenix™ IT Discovery** helps companies keep track of system inventories, resources, and interrelationships. The automated solution provides detailed impact analysis reports for centralized and distributed IT systems by mapping systemwide activity and all interactions between applications and other software components. IT Discovery provides IT and business executives with the centralized view of information needed to create an objective version of the company's IT environment. This "bigger picture" facilitates more effective understanding, management, and maintenance of IT environments, enabling companies to reduce ongoing costs and improve decision making processes.

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Communication Software

Virtual Booth 4166 • Virtual Product 2153

insta-REACT! is a SIP-based converged platform for instant voice communications. It provides an all-in-one communication solution as well as a one to one, one to many, and many to many voice communications. All features are delivered on a single software user interface on the user's PC using the corporate network. The Solution provides secure, standard-based multimedia communications including:

- Instant Message (IM)
- Presence
- Numberless Dialing (Paging)
- Intercom
- Voice recording
- Conferencing
- Dynamic conferencing
- Push to talk

The system feature set is optimized to support the communications needs of any enterprise seeking instant group voice communications, remote workgroups, telecommuters and mobile workforces.

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Document Creation Software

Virtual Booth 4072 • Virtual Product 2032

Dialogue for enterprise personalization

Exstream's Dialogue™ software is a next generation enterprise personalization solution that helps businesses around the world connect with their customers through higher quality, fully personalized communications—delivered through print and electronic channels. Dialogue empowers companies in the financial services, insurance, service bureau, telecommunications, and utilities industries to get high-volume critical documents and relevant information to customers up to 60 percent faster, reduce development and delivery costs by as much as 80 percent, and significantly improve customer retention.

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Project Management

Virtual Booth 4096 • Virtual Product 2059

infoSavant™ is a highly flexible, easy to use, locally controlled and integrated Knowledge System. The system facilitates in-process collaboration, knowledge capture, and organization of business intelligence, thereby providing a comprehensive knowledgebase of the project domain. Web and Win32 based.

Knowledge Systems: Topic centric. User taxonomy.
Electronic Library: Organizes files in their native format.
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Web Performance Software

Virtual Booth 3858 • Virtual Product 1673

Deliver LAN Performance to WAN Users

Most Web applications are fast on the LAN but slow on the WAN. Network bandwidth and latency issues as well as protocol overhead impact an application's performance. Swan Labs application optimization solution combines many technologies, including:

- Application Smart Caching - Reduces server load and latency
- Express Documents - optimizes document viewing

to provide the industry's only solution that accelerates LAN, WAN, Internet and extranet applications creating a complete solution for all users regardless of location. The NetCelera Web Accelerator boosts quality of service for CRM, enterprise portals, ERP applications and document collaboration. Download FREE Whitepapers at http://www.swanlabs.com/solutions/whitepapers/default.asp

SwanLabs

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San Jose, CA 95134
Phone: (866) 375-7926
Fax: (408) 324-5101
WEB: www.swanlabs.com
EMAIL: sales@swanlabs.com

Internet Traffic Management

Virtual Booth 3963 • Virtual Product 1880

Internet traffic management technologies provide full availability, optimal performance, and eliminate downtime. These solutions are critical pieces of any business-driving web-based application. Internet traffic management solutions include:

- **Health monitoring**
- **Load balancing**
- **Bandwidth management**
- **Traffic redirection**
- **Denial of service protection**

By using intelligent traffic management technologies, you can control bandwidth service levels across all Internet links, provide optimum server resource sharing and redundancy, accelerate responsiveness, and maximize your return on investment.

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Availability / Load Balancing

Virtual Booth 4168 • Virtual Product 2155

StoneBeat®

The StoneBeat product line is the market leading software-based high availability and load balancing solution for network security. StoneBeat's award-winning technology maximizes the effectiveness & availability of critical network components, such as 3rd party firewalls, antivirus protection, email/Web content scanning, malicious mobile code protection servers & intrusion detection network sensors.

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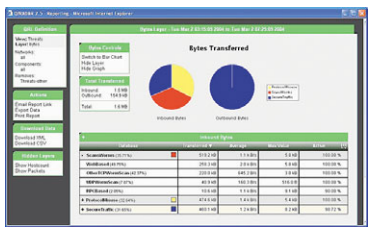
WEB: www.stonesoft.com
EMAIL: info@stonesoft.com

Network Anomaly Detection
Virtual Booth 3945 • Virtual Product 1839

QRadar



QRadar Network Anomaly Detection

Security is focused on your network's perimeter. So who's monitoring internal activity that threatens your network? QRadar maintains 24-hour vigilance to counter these threats. It learns normal behavior, flags irregular activities and their source, then identifies corrective measures. Only QRadar can pinpoint network anomalies in real time.

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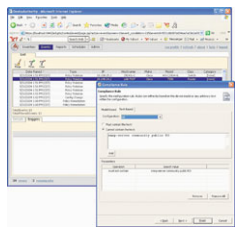
Change/Configuration Mgmt.
Virtual Booth 3889 • Virtual Product 1752



DeviceAuthority Suite -- the leading multi-vendor Network Change & Configuration Management solution providing:
- Real-time visibility and reporting of device configurations
- Automated compliance and standards management
- Reliable, secure, automated implementation of changes

Get your FREE guide, "Selecting a NCCM Solution" at: www.alterpoint.com/selecting

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EMAIL: info@alterpoint.com

Network Configuration
Virtual Booth 4147 • Virtual Product 2123

VoyenceControl! is a complete network configuration management solution from design to deployment to reporting. **VoyenceControl!** improves network security and increases availabilityby preventing errors from being introduced during the design or change process. **VoyenceControl!** significantly reduces the time, resources and costs associated with managing complex networks.

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Network & Server Monitor
Virtual Booth 3805 • Virtual Product 1589

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Network Monitoring & Mgmt.
Virtual Booth 3935 • Virtual Product 1823

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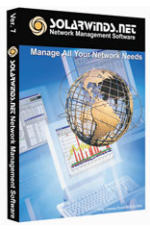
Networking Management
Virtual Booth 4108 • Virtual Product 2079



The SolarWinds Engineer's Edition Version 7 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools.

SOLARWINDS.NET Network Management Tools

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Enterprise Software
Virtual Booth 4083 • Virtual Product 2046

IPsonar 3.0® enterprise software consists of several interrelated discovery processes that find routes and routers, hosts, servers, wireless access points, unauthorized connections or hosts, and perimeter leaks.

Discovery Processes
- Network Discovery
- Leak Discovery
- Server Discovery
- Wireless Discovery

IPsonar uses multiple entry points, or Sensors, within a network to form an "IPsonar Grid" sweeping the far corners of the network for anomalies. These entry points can be moved throughout your network - a portability providing the flexibility needed for managing enterprise networks that are continually being optimized or changing to meet new business mandates.

Flexible term-licensing options starting at $25,000

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Network Inventory Mgmt.
Virtual Booth 4220 • Virtual Product 2307

MetaSolv Inventory Management helps you accurately manage all the resources required to deliver communications services, allowing you to identify availability, location, and capacity of your network assets. MetaSolv Inventory Management enables you to keep your inventory "evergreen"–continually refreshed with near real-time visibility into any discrepancies between the actual network and the inventory database. In addition to helping you serve your customers better, this functionality also facilitates your compliance with financial reporting requirements like Sarbanes-Oxley.

Benefits & Highlights:
- Manage and reduce physical network inventory costs
- Facilitate management of network inventory
- Manage customer and service inventory associations
- Provide precise inventory forecasting

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EMAIL: salescontact@metasolv.com

Network Analysis Software
Virtual Booth 3801 • Virtual Product 1580

NETVOYANT

NetVoyant is a family of software products that provide network performance analysis and reporting solutions for the management of computer network infrastructure, critical servers, and applications. The system is scalable from the smallest enterprise to those with multiple locations or network operation centers where remote monitoring is required. NetVoyant automatically retrieves and compiles network statistics, performs analyses of those statistics, and provides graphical reports including baseline performance, bandwidth utilization, network volume, traffic, and trends. All solutions are available on Solaris, Linux, and Windows™ platforms.

NetVoyant lets you understand what is really happening on your network, from a LAN and WAN perspective, so that you can make informed decisions.

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Network Analysis Solutions
Virtual Booth 4011 • Virtual Product 1957

WildPackets' Omni^3 is an advanced network fault analysis platform built from the ground up to increase network uptime and IT productivity.

Key Benefits
- Faster resolution of faults
- Improved visibility into all parts of the network
- Increased uptime and network performance

Key Features
- OmniPeek Console for centralized monitoring and troubleshooting
- Distributed Omni^3 engines for packet capture and analysis
- Interfaces include 10/100, 802.11 wireless, full duplex Gigabit, and WAN

For your free eval, visit www.wildpackets.com/processor

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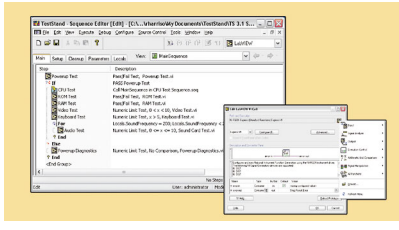
Test Management
Virtual Booth 4082 • Virtual Product 2025



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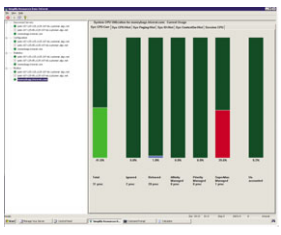
Terminal Server Mgmt.
Virtual Booth 4076 • Virtual Product 2036



triCerat provides software that simplifies the operation of the on-demand enterprise. The firm's **Simplify** applications overcome common, well-documented functionality gaps in the Terminal Server OS, giving customers a proactive mechanism for ensuring quality of service - this is Day Zero™ Protection. Licensed by over 2,500 organizations worldwide, the **Simplify Suite** creates significant ROI.

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Terminal Server Performance
Virtual Booth 4094 • Virtual Product 2057

TScale provides improved application performance and reliability while increasing the capacity of your servers by up to 40% or more!

Get it all in a single, cost effective solution! TScale applies the appropriate combination of optimization techniques to prevent rogue applications from spiking the CPU for better user satisfaction, while reducing virtual memory for increased server capacity to reduce costs.

Key benefits include:
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- Improved system and application response times!
- No more freezes, hangs and sluggishness due to runaway and rogue applications!

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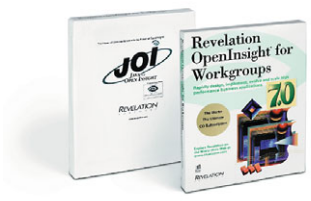
Fax: (678) 455-5551
WEB: www.rtosoft.com
EMAIL: info@rtosoft.com

Application Development
Virtual Booth 3887 • Virtual Product 1745



OpenInsight is The Application Developer's Toolkit
OpenInsight, Revelation Software's flagship product, is a repository-based applications development environment that enables development teams to work collaboratively to design, develop, deploy and scale high-performance business solutions on leading messaging and client/server platforms. Runs on both Windows and Linux.

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Westwood, NJ 07675
Phone: (201) 594-1422
Fax: (201) 722-9815
WEB: www.revelation.com
EMAIL: info@revelation.com

Content Security Kit
Virtual Booth 3953 • Virtual Product 1912

Content Security Acceleration Development Kit
- Boost performance of existing Antivirus, Antispam and Content Filtering apps. - NO hardware expertise required.
- Includes 2xPCI Accelerator Cards - fast pattern matching, decompression and bayesian classification.
- Includes SDK, API documents and programming guide.
- Includes sample Antivirus and Antispam applications.

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Palo Alto, CA 94303
Phone: (650) 292-4636
Fax: (650) 618-2769
WEB: www.sensorynetworks.com
EMAIL: sales@sensorynetworks.com

CGM-to-SVG Software
Virtual Booth 4101 • Virtual Product 2169

Quick.SVG 2005
www.quicksvg.com

Quick.SVG is Computer Graphics Metafile (CGM) to Scalable Vector Graphics (SVG) conversion software. The conversion is clean and allows for custom CGM meta data handling via XSLT. Quick.SVG provides many powerful features and can batch convert hundreds of graphics at a time. Powerful command line capabilities and API provides developers with the tools necessary to bring your legacy graphics up-to-date with the latest technology. Also, using an open standard such as SVG offers many benefits to you and your customers. The software comes with a handy Adobe SVG ViewerTM context menu editor that allows you to create a context menu to apply to all of your converted SVGs during batch processing.

115 East California, Suite 400
Oklahoma City, OK 73104
Phone: (405) 236-2466
Fax: (405) 235-2250
WEB: www.docsoft.com
EMAIL: sales@docsoft.com

Content Transformation
Virtual Booth 3926 • Virtual Product 1809

M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.

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EMAIL: contactus@ianywhere.com

SCSI Reference Library
Virtual Booth 3820 • Virtual Product 1613

DEVELOPERtoolbox™

Over 175 functions allow you to easily work with disk drives, tape drives, libraries, and any other SCSI/FC/ATAPI/SATA peripherals! With more tests and functions being added monthly, the Developer Toolbox is a solid and growing test development tool. In use at major manufacturers and integrators, the Developer Toolbox is the proven way to test peripheral storage devices FAST!

SCSI TOOLBOX, LLC
The Industry Standard in SCSI/FC/iSCI Testing

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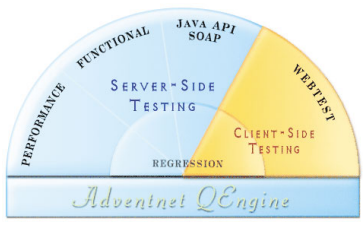
Fax: (480) 802-1217
WEB: www.scsitoolbox.com
EMAIL: sales@scsitoolbox.com

Test Automation
Virtual Booth 4098 • Virtual Product 2062



AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.

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Pleasanton, CA 94588
Phone: (925) 924-9500
Fax: (925) 924-9600
WEB: www.adventnet.com
EMAIL: info@adventnet.com

Application Mgmt Suite
Virtual Booth 4141 • Virtual Product 2114

Say goodbye to tension headaches, achy back muscles, and the pains that appear each time application issues occur. With DataVelocity you can experience: *The comfort of error free application rollouts *The ease of bug free code *The joy of a monitored, stable IT environment *And the peace of quiet phones after an application upgrade. DataVelocity are database specialists and tension easers. We protect database environments from unforeseen disasters including data corruption, application failures and more. Our purpose is to prevent your environment from suffering any outages, protect the business from any down time and provide you with time to relax and breathe.

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Fax: (973) 338-2201
WEB: www.data-velocity.com
EMAIL: info@data-velocity.com

Wireless Access To CRM
Virtual Booth 3958 • Virtual Product 1873

Air2Web's **2CRM** is a set of mobile solutions enabling secure, wireless access to critical data from companies' FFA, Call Center, and SFA applications, including Siebel. From a wireless device, employees are able to securely access, work with, and respond to enterprise data whenever and wherever they are.

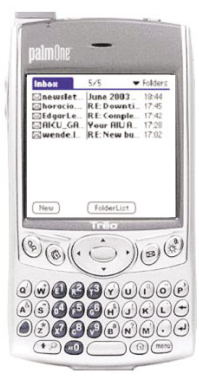
1230 Peachtree St. NE, 12th Floor
Atlanta, GA 30309
Phone: (404) 942-5300
Fax: (404) 815-7708
WEB: www.air2web.com
EMAIL: info@air2web.com

Packaged Speech Application
Virtual Booth 4068 • Virtual Product 2027

Now you can access Microsoft™ Outlook email, calendar and appointments over the phone with **Voice Automation for Microsoft Exchange**. Whether commuting, working off site, or traveling between customers, mobile access through voice is reliable and fast. Your voice is the interface, no keyboard required to read, reply to and create new Outlook data, including appointment times and contact information. Updates are system-wide, so off site and on-premise CRM users are always in sync. It's a low-cost hosted or on-premise solution that gives you the functions of a wireless PDA, along with the ability to create update data remotely. Minimal installation and training required.

238 Littleton Road
Westford, MA 01866
Phone: (866) 781-8642
Fax: (978) 392-8679
WEB: voiceautomation.com
EMAIL: sales@voiceautomation.com

Wireless Access To Email
Virtual Booth 3958 • Virtual Product 1872



Air2Web's 2Mail solution enables wireless access to Microsoft Exchange, Lotus Domino, POP3 and IMAP based email software. With 2Mail, businesses have a single solution for offering wireless email to a variety of mobile devices, including RIM, Palm, Pocket PC, WAP, SMS & J2ME handsets. 2Mail features access to email, calendars, contact info & attachments, in addition to the ability to securely authenticate devices & users.

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Phone: (404) 942-5300
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WEB: www.air2web.com
EMAIL: info@air2web.com

Remote Enterprise Mgmt.
Virtual Booth 3955 • Virtual Product 1863

IC²

Tool Categories
Exchange Servers
Server States
Queues
Logged On Users
Mailboxes
Public Folders
Computer Tools

Infrastructure Command and Control (IC²) is a remote enterprise management solution that enables IT professionals to securely manage all network elements remotely using a handheld device or a Web browser. With IC²'s unique shortcuts feature, complex IT tasks can be simplified into one-click operations and executed from anywhere.

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Fax: (571) 203-8310
WEB: www.ecutel.com
EMAIL: info@ecutel.com

iSeries Software
Virtual Booth 4109 • Virtual Product 2080

Software comes in many flavors on the **iSeries**, from the operating system, to middleware, to industry solutions. Of course, no discussion of software can begin unless you understand the basics about this very unique operating system, OS/400. Designed as a single entity, it offers built-in facilities such as our DB2-based relational database, communications and networking capabilities, online help and much more. On **iSeries**, the user/operator communicates with all the components of the operating system using either an intuitive graphical user interface or a standard digital presentation. Information on i5/OS™, the next generation of OS/400 operating system, is available now.

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EMAIL: sales@CQAInc.com

Endpoint Security Solution
Virtual Booth 3940 • Virtual Product 1834

Safe Access™ ensures that endpoint devices accessing the network are free from security threats and in compliance with the organization's standards. Safe Access systematically tests endpoint devices - without the use of a client or agent - for compliance with organizational security policies, quarantining non-compliant machines before they damage the network. Safe Access ensures that the applications and services running on endpoint devices are up-to-date and free of worms, viruses, trojans, P2P and other potentially damaging software. It dramatically reduces the cost and effort of securing those devices - devices accessing the network through VPN or dial-up, devices logging onto the network directly, and devices connecting through wireless networks - devices your IT group may not have adequate control over.

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Phone: (303) 381-3800
Fax: (303) 381-3881
WEB: www.stillsecure.com
EMAIL: sales@stillsecure.com

Mobility Identity Enforcement
Virtual Booth 3966 • Virtual Product 1822

Synctomi Virtual Network Segmentation™—VNS™

Synctomi appliances combine identity-based access control, integrated worm and other threat protection with wire speed performance. By uniquely combining packet filtering and directory communications, which is integrated with a network's existing authentication method, the VNS appliance creates a unique, self-contained communication between each user and the network. Not only are resources and ports exposed on a need to know basis dynamically, the device increases security by eliminating any view of all other resources in the network topology.

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WEB: www.synctomi.com

Union City, PA 16438
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EMAIL: sales@synctomi.com

User ID Mgmt Solution
Virtual Booth 3968 • Virtual Product 1884

AccountCourier®, Courion's automated account provisioning and user ID management solution, enables authorized individuals to instantly grant, revoke, or modify account access on any operating system, application, or Web portal without manual intervention.

AccountCourier provides:

- Clear and measurable benefits for your company's IT department, HR managers, business managers, employees, business partners, and customers.
- Best-in-class account provisioning features for maximum security, efficiency, productivity, cost-savings, and ROI.
- Flexible technology that integrates with and leverages your existing identity stores, service desk applications, messaging systems, and IT systems.

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Password Management
Virtual Booth 4092 • Virtual Product 2054

Single Sign On, Flexible Password Management

SSO Plus is an easy-to-use, flexible password management product. It provides the user with the ability to access all applications on their desktop using a single user ID and password. After the user has logged onto their PC, they can access password-protected applications on their desktop without the need to enter any further credentials. SSO Plus learns the logon credentials of each application started on the user's desktop. When the application is next started, SSO Plus will automatically enter the required logon credentials. There is no need for users to write down the logon credentials for each application; no need for password synchronization, and it encourages the use of strong passwords. PassGo also has a free version of SSO Plus available for non-commercial use -- www.ssoplus.com

PassGo

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Pittsburgh, PA 15220
Phone: (888) 652-3983
WEB: www.passgo.com
EMAIL: sales@passgo.com

Password Management Tool
Virtual Booth 4115 • Virtual Product 2088

RoboForm 6.0

Imagine an online world where you no longer have to remember various usernames & passwords for the dozens of sites that you visit. The new RoboForm 6.0 password management & form filling tool memorizes online passwords, automatically logs users onto Web sites, generates random secure passwords and fills out long registration forms with one click. This latest version allows users to take their "identity" - password details wherever they travel on a USB key, along with a PDA version.

RoboForm® Fills Forms, So That You Don't Have To

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WEB: www.siber.com

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Certificate Authority
Virtual Booth 3828 • Virtual Product 1624

Issue Universally Trusted SSL Certificates

OmniRoot is the exclusive public root certificate predistributed in 99% of the world's Web browsers as well as a wide range of IT platforms and other devices such as mobile phones.

By chaining your identity and trust infrastructure to OmniRoot, you can guarantee that the digital certificates you issue will be automatically recognized and accepted by your end-users' browsers since they both link to a common trust point.

Betrusted offers both prepackaged and custom tailored SSL certificate solutions that incorporate OmniRoot - So whether you need to secure one server or multiple servers there's a service for you.

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Providing Trust Worldwide

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Fax: (646) 375-7501
WEB: www.betrusted.com
EMAIL: sales@betrusted.com

Web Authentication
Virtual Booth 3944 • Virtual Product 1838

Entrust TruePass™

You can't choose your users; however, you can choose their method of authentication. Entrust TruePass delivers strong authentication for the Web that is easy to use - increasing security and reducing help-desk calls to a minimum. It is easy to deploy and allows users maximum mobility to access sensitive applications from any location through only a Web browser.

Entrust®
Securing Digital Identities & Information

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EMAIL: entrust@entrust.com

Fingerprint Logon Software
Virtual Booth 3866 • Virtual Product 1702

Security. Mobility. ROI. Coming to an operating system near you. The **Identix BioLogon® Software Suite** offers the complete solution for all your desktop and network fingerprint authentication needs. A complete multifactor authentication solution, BioLogon provides fingerprint and password support. The result: increased security, lower administrative costs, and added convenience.

identix

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Phone: (952) 932-0888
Fax: (952) 932-7181
WEB: www.identix.com
EMAIL: info@identix.com

Secure Authentication
Virtual Booth 3833 • Virtual Product 1629

Datakey Axis is a **software** and **Smart Card solution** that delivers simplified & secure authentication for a full range of enterprise applications & network resources. It provides a definitive answer for those enterprises that are struggling with password-based authentication environments. Datakey Axis takes the user out of the security loop so organizations regain control of authentication.

DATAKEY

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Fax: (952) 890-2726
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EMAIL: sales@datakey.com

Optical Fingerprint Reader
Virtual Booth 3866 • Virtual Product 1701

The BioTouch® PC Card provides a fully functional optical fingerprint reader inside a single Type II PC Card.

- Encryption option secures fingerprint image transmission between the reader and a computer
- Advanced CMOS camera technology delivers high image quality and reliability
- PCMCIA interface supports plug and play operation

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Triple Factor Authentication
Virtual Booth 3516 • Virtual Product 1919

Biometric PKI Network Enterprise Solution

With the **BioStik™**, Index Security Inc. and partner SecureMethods provide a Bio-PKI Network Solution offering "Triple Factor Authentication"; a legally binding digital signature with a Transaction-based Audit Trail. Our Bio-PKI solution is the highest level of data security today, DoD grade. An embedded PKI appliance mechanism grants your users access biometrically, with digitally signed and encrypted remote access to your servers especially via the Web. It leaves a complete audit trail of transactions of file accesses, including who, what, when, where, and how they did it rather than by normal session base. This solution seamlessly provides the highest level of security, for multiple application servers without the need for modification. **Starting price $30,000** for 99 users, unlimited users **$60,000** based on configuration.

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PC & Data Protection
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- First ever portable security device with fingerprint enabled swipe sensor
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SmartCard Security Software
Virtual Booth 3580 • Virtual Product 1162

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Start from:
$60

Access Control, Privacy and Convenience
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- File Protection through Encryption
- Password Vault for Web sites
- Smart Card-based Digital Certificates

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Fax: (408) 727-8278
WEB : www.360degreeweb.com
EMAIL: sales@360degreeweb.com

Database Auditing Software
Virtual Booth 4027 • Virtual Product 1966

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits
- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- Easy-to-use interface based on Windows 9x / NT / 2000 / XP.

WizSoft

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Syosset, NY 11791
Phone: (516) 393-5841
Fax: (516) 393-5842
WEB: www.wizsoft.com
EMAIL: sales@wizsoft.com

Database Security
Virtual Booth 4077 • Virtual Product 2037

Audit Suite provides a powerful, non-intrusive, data-security solution for corporate databases with a 24x7x365 audit-trail of all SQL requests. This ensures accountability and deters eaves-dropping by trusted insiders.

- Detailed knowledge of who did what & when
- Instant regulatory compliance with SOX, HIPAA
- Security policies, real-time policy driven alerts
- Automatic archiving, activity summaries
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- Comprehensive database and platform support
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Incache
effective application management

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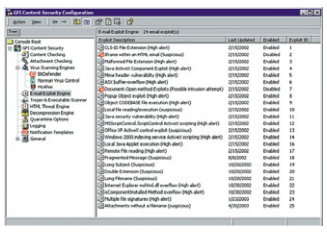
WEB: www.incachetech.com
EMAIL: info@incachetech.com

Email Security For Exchange
Virtual Booth 3805 • Virtual Product 1592



GFI MailSecurity for Exchange/SMTP is an email content security solution that protects against known & unknown viruses and threats at a competitive price (unlimited users: $3,750; 100 users: $950). Key features: multiple virus engines, content checking, intelligent heuristics-no virus updates required, exploit detection, threats engine, Trojan / Executable Scanner & more. Download free eval @ gfi.com!

GFI

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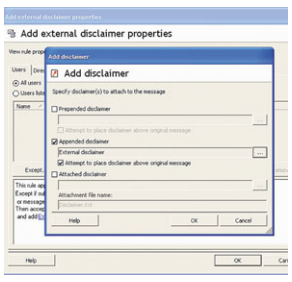
Cary, NC 27513
Phone: (888) 243-4329
Fax: (919) 388-5621
WEB: www.gfi.com
EMAIL: sales@gfi.com

Email Management
Virtual Booth 4234 • Virtual Product 2350

$395
for 10 users



Policy Patrol Email for Exchange Server and Lotus Notes/Domino offers anti-spam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.

Red Earth Software

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Portsmouth, NH 03801
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Fax: (603) 457-8455
WEB: www.redearthsoftware.com
EMAIL: sales@redearthsoftware.com

Web Server Anonymization
Virtual Booth 4151 • Virtual Product 2126

servermask

$99.95

ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.

port80 software

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Desktop Firewall Protection
Virtual Booth 3784 • Virtual Product 2397

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Next Generation Personal Firewall & Intrusion Prevention
- Protection at ring zero, works even if program is killed
- 1st with Process Control – Stops malware AND restricted programs
- Centralized mgmt. puts you in control of security policies
- Automatically increases security on laptops that plug back into your LAN
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Security Linux
Virtual Booth 3726 • Virtual Product 1427

Award-Winning Security Solution

Astaro Security Linux provides six essential applications in a single, easy-to manage package. It eliminates the need for multiple security products, which saves time & money. It includes firewall, VPN, antivirus, URL filtering, spam filtering, intrusion protection, remote access, application proxies, usage reporting and much more.

astaro internet security

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Secure Instant WAN
Virtual Booth 3971 • Virtual Product 1888

The **Inter-Business Vault™** enables the creation of secure instant wide area networks (WANs) for connecting enterprises with partners, customers and sub-contractors over the Internet - enabling them to exchange information as if they have deployed a shared WAN, but without actually doing so. Cyber-Ark's leading Vaulting applications include Treasury Management Vault, CAD/CAM Vault, and Source Code Vault.

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Fax: (781) 251-0678
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SSL VPN for Windows
Virtual Booth 4078 • Virtual Product 2040

OvisGate is browser-based Secure Sockets Layer (SSL) VPN software solution for Windows and can run on any Windows 2000 and XP computer. It builds a Virtual Private Network on the Internet in minutes and no client hardware or software needs to be installed. With OvisGate SSL VPN software installed, users can access a corporate intranet from anywhere, anytime and access it securely.
OvisGate is the perfect solution for small businesses that need to provide confidential information to remote users, to multi-locations, to employees on the road, or to business partners or customers in need of accessing the corporate intranet. The time and energy saved by using OvisGate makes it the more financially safe and least problematic solution to your corporate access needs and it has the lowest cost among VPN solutions in the market.

OvisGate Software

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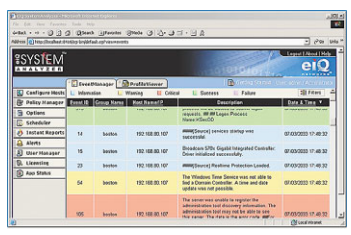
EMAIL: sales@ovisgate.com

System Event Log Analysis
Virtual Booth 3746 • Virtual Product 1485

$795
per every 10 hosts



Centralized Windows, UNIX and Linux System Event Log Analysis
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- Compliance reporting--HIPAA, GLBA, Sarbanes-Oxley
- Host grouping for event prioritization and reporting
- Real-time alerting and automatic notification
- Centralized event manager and reporting portal

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Real-Time Event Correlation
Virtual Booth 3994 • Virtual Product 1940

NetMonSecure™ is the first real-time event correlation technology to merge network security and network data management into one offering.

- Full-featured SIM at an affordable price
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- Real-time threat correlation
- Automated real-time drill-down forensic analysis without programming
- Easy to install and use
- ROI almost immediate – get results on the first day
- Rules based security policies
- Notifications & Active Responses

Starting At **$3,995**

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Network Activity Analyzer
Virtual Booth 4064 • Virtual Product 2019

StealthWatch + Therminator

Lancope's StealthWatch+Therminator is the thermodynamic, behavior-based threat detection and network intelligence solution for real-time visualization of network traffic and patternless detection of known/unknown attacks.

Lancope

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Server Status Monitor
Virtual Booth 3934 • Virtual Product 1821

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Prevent downtime and intrusions. **ServerVision** allows you to keep an eye on your servers and keep them secure at the same time. Getting started is a breeze with straightforward wizards and both an MMC snap-in and Web-based interface. Powerful server and event log monitoring that's EASY to configure, EASY to run and EASY on your budget.

- Automated responses and alerts
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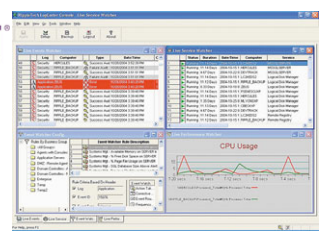
EMAIL: sales@sunbelt-software.com

Event Log Monitoring
Virtual Booth 4114 • Virtual Product 2087

LogCaster®



Meet security, auditing & compliance requirements for SOX, GLBA, HIPAA and other regulations with RippleTech's LogCaster. Try a free 30-day evaluation and let our experts guide you through the install and 'best practice' configurations to ensure the results that you require.

Visit www.rippletech.com or call today!

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Security Compliance Solutions
Virtual Booth 4196 • Virtual Product 2230

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Fraud Screening Solution
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Computer Forensics SW
Virtual Booth 3880 • Virtual Product 1724

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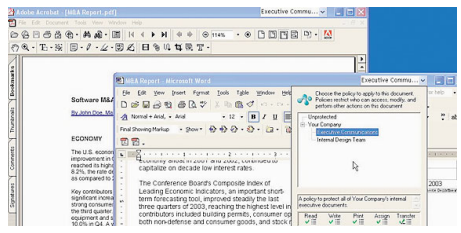
EMAIL: sales@techpathways.com

Intellectual Property Security
Virtual Booth 3868 • Virtual Product 1703



Liquid Machines is the only Enterprise Rights Management software solution that provides unprecedented protection by securing information at the source of any application. Liquid Machines encrypts digital information with persistent access and usage policies that remain with data regardless of where it goes. It allows you to share information inside and outside the enterprise while retaining control.

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Network Security Software
Virtual Booth 3975 • Virtual Product 1906

The Enforcer/EI

Enforcer/EI software agents monitor networked computers and send notifications when corporate policy is violated. Enforcer/EI uses revolutionary parallel processing architecture that provides unsurpassed enterprise security management.

- Enforces security policy
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- Assures privacy
- Platform independent
- Small footprint
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Vulnerabiltiy Management
Virtual Booth 4017 • Virtual Product 1959

SecurityExpressions

Audit and Compliance

SecurityExpressions enables you to audit and remediate desktops and servers for operating system configuration settings, application configuration settings, unauthorized hardware/software, industry-known vulnerabilities, software patches and other advanced settings, such as system utilization and user account activity. The solution can audit against home grown or customized best practices system security policies such as those published by Microsoft, IBM, SANS, and NIST. SecurityExpressions offers both an agent-based and an agentless approach to system audit and compliance, meeting the needs of any environment.

List Price: $795 per server and $29 per desktop

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Policy Compliance
Virtual Booth 4075 • Virtual Product 2035

Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including **Sarbanes-Oxley, HIPAA, GLBA** and **Basel II**. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.

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Enterprise Security Mgmt.
Virtual Booth 4164 • Virtual Product 2147

Allegent Technology Group dramatically improves and sustains enterprise security by providing integrated threat management software that automatically detects and responds to vulnerabilities before they result in breaches and outages.

SolventView™, employed to protect networks at the 2004 Summer Olympics, is the industry's leading Integrated Security Management Platform (ISM). Through an open distributed architecture, SolventView™ integrates and evaluates data from all relevant network assets to proactively protect networks in real-time. SolventView™ integrates seamlessly with legacy systems and third-party products, and includes and centrally manages all security functions, such as VA, IDS, Policies, Rules, Asset Discovery, Forensics, and Compliance Enforcement.

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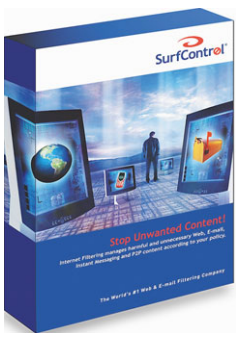
Fax: (516) 364-7036
WEB: www.allegent.net
EMAIL: sales@allegent.net

Web Filtering Solution
Virtual Booth 3947 • Virtual Product 1853



SurfControl Web Filter provides tools needed to understand and manage Internet usage in a way that best suits your business needs. For maximum protection from the threats of harmful and inappropriate Internet content, SurfControl Web Filter incorporates: quality content understanding, Adaptive Reasoning Technology, flexible deployment options, ease-of-use and comprehensive reporting & analysis. Call for quote.

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Web Filtering and Security
Virtual Booth 4143 • Virtual Product 2118

Websense, Inc. enables organizations to manage employee Internet use through multilayered Web filtering and security solutions. This employee-centric approach protects organizations from new and emerging threats such as spyware, phishing and malicious mobile code, and complements traditional security solutions. Websense award-winning and industry-leading filtering solutions help organizations manage how employees use the Web.

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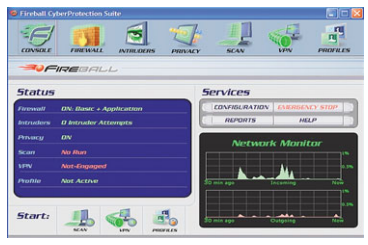
Endpoint Security
Virtual Booth 4091 • Virtual Product 2053



Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.

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Mobile Security Management
Virtual Booth 3785 • Virtual Product 1550

Advanced, Policy-Enforced Client Security Protection
- Next-generation operating system kernel-layer security technology ensuring a much higher level of security than first-generation personal firewalls
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Mobile Security Software
Virtual Booth 4221 • Virtual Product 2311

CREDANT® Mobile Guardian (CMG) Enterprise Edition

This award-winning, scalable mobile security and management software platform enables organizations to easily secure and manage disparate mobile and wireless devices from a single management console. With CMG, companies can cost-effectively support a mobile workforce and improve employee productivity while guarding against the financial loss, legal liability, regulatory compliance issues and/or significant brand damage associated with the loss or theft of mobile data.

CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.

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Computer Theft Recovery
Virtual Booth 3917 • Virtual Product 1789

PCPhoneHome/MacPhoneHome Enterprise™
- The only computer tracking and theft recovery software in the world capable of large-scale network deployment to a large number of computers using different operating systems simultaneously.
- Can be installed using a variety of popular “network push” techniques or disk imaging utilities.
- Installation is completely transparent
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- Once notified of a theft, recovery agents at Brigadoon Software’s worldwide monitoring and command center provide full technical, tracking and recovery support to the customer and local police.

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Corporate Spyware Protection
Virtual Booth 4213 • Virtual Product 2270

webroot® Spy Sweeper™ Enterprise

The spyware threat is escalating in the corporate environment. Webroot Spy Sweeper Enterprise is an award-winning, comprehensive spyware solution for corporations that actively protects against all types of spyware, adware, Trojan horses, system monitors and other potentially unwanted programs. Please visit our Web page for additional information about our Internet privacy products.

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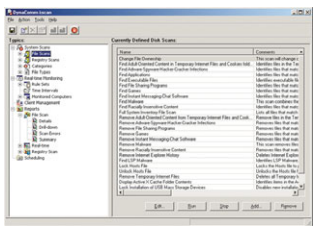
Enterprise Anti-Spyware
Virtual Booth 3782 • Virtual Product 2343



Use DynaComm i:scan to remove spyware and adware, eliminate malware infections, even lock down systems and manage the use of USB mass storage devices through distributed scanning and real-time monitors. Designed to provide protection across the largest network, all managed from a central console. Learn more at www.dciscan.com.

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Antispam For Exchange
Virtual Booth 3934 • Virtual Product 1822

iHateSpam™ for Exchange

iHateSpam for Exchange™ installs quickly and easily on Exchange 5.5, 2000, and 2003 servers. Over 4,000 licenses have been deployed, making it one of the best-selling antispam solutions for Microsoft Exchange.

- Fast setup "configure it and forget it"
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- Constantly updated spam engine
- Users can manage their own quarantine
- Customizable treatment of spam
- 30-day product evaluation

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Antispam Application
Virtual Booth 3989 • Virtual Product 1924

Email Filtering Service Blocks Spam and Viruses —BEFORE They Reach Your Network

postini

- No hardware or software to buy
- End-users manage their own quarantined messages
- Priority antivirus updates from McAfee
- Easy to add exception rules for designated sender/domain
- Low per user per month charge (as little as $3/user)

Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions.
Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting

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Antispam
Virtual Booth 4046 • Virtual Product 1988

Tumbleweed MailGate™ is a secure, hardened Linux-based appliance, designed to remove spam and viruses from the email systems of small, medium, and large enterprises. MailGate is the only antispam appliance on the market with true artificial intelligence, which is why InfoWorld magazine rated it #1 against all competitors.

What Makes MailGate The Smartest Antispam Choice?

- Install and configure in less than 30 minutes
- Proactive and reactive approaches capture 98% of spam with extremely low false positives
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- Tumbleweed is the trusted leader in email security, with over 10 years of innovation and over 1100 customers.

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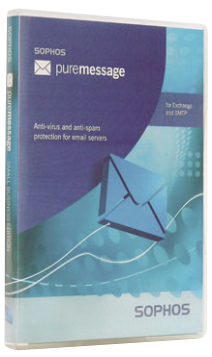
Email Management Solution
Virtual Booth 3918 • Virtual Product 1790



Sophos PureMessage for Windows/Exchange is a comprehensive, flexible email management solution.

- Policies combine antispam, antivirus and policy enforcement to guard against attacks such as multi-faceted spam, virus, DHA and DoS.
- Checks all email traffic passing through your email server, providing an extra layer of protection against worms and viruses

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Microsoft SQL Audit/IPS
Virtual Booth 3901 • Virtual Product 1771

AppRadar for Microsoft SQL Server is a host-based, database intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.

- Detects real attacks and misuse on the database focused on detecting and preventing complex attacks from valid users.
- Provides administrators full awareness of what has been executed, when, by whom, and where in the database. Providing an audit trail and "real-time" alerting of all database activity without any impact on performance.

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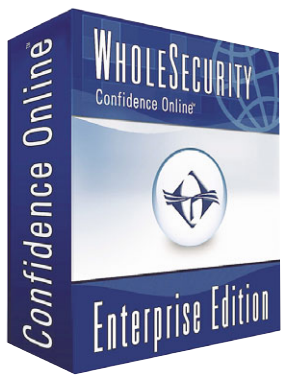
EMAIL: sales@appsecinc.com

Zero-Hour Threat Detection
Virtual Booth 3742 • Virtual Product 1449



Worried about worms, Trojan horses and eavesdropping threats? WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!

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EMAIL: sales@wholesecurity.com

Vulnerability Management
Virtual Booth 3822 • Virtual Product 1618

Intrusec Exposé - Change Management Software

You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection - When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- When a change is detected, Exposé works with your existing vulnerability scanners to tell you what vulnerabilities were created by the change.

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Exposure Risk Mgmt.
Virtual Booth 3875 • Virtual Product 1719

Skybox™ View creates a virtual model of your environment and then, by leveraging your scanned information, runs attack simulations distilling 10,000's of vulnerabilities down to the <2% that are critical because they are truly "exposed." **Skybox™ View** reduces the window of exposure from months to hours and communicates risk in layman terms to executives.

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MANAGING THE RISKS THAT MATTER

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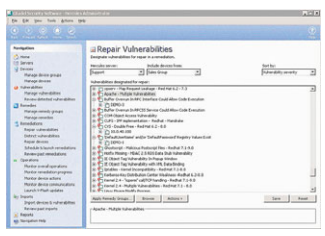
EMAIL: sales@skyboxsecurity.com

Vulnerability Remediation
Virtual Booth 3891 • Virtual Product 1755



Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with **Hercules**, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.

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Radware Application Security Solutions deliver 3Gbps Intrusion Prevention and Denial of Service Protection securing all connected applications against viruses, worms, DoS and SYN attacks; Radware Security Activation solutions optimize best-of-breed security tools including firewalls, IDSes, VPNs, antivirus, URL filtering and anti-spamming for fault-tolerant, high-performance and scalable security architecture management.

FireProof activates firewalls, VPNs and IDSes for fault tolerant, high performing and scalable best-of-breed security tools, eliminating the security/performance tradeoff

DefensePro secures all networked applications against viruses, malicious intrusions and Denial of Service at 3Gbps

Content Inspection Director (CID) provides fault tolerant, high throughput and scalable antivirus scanning, URL filtering and anti-spamming for complete content security

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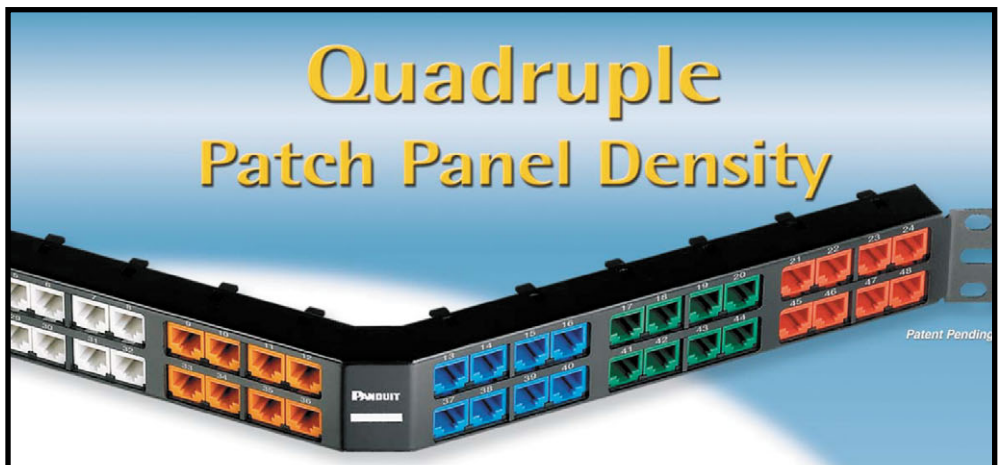
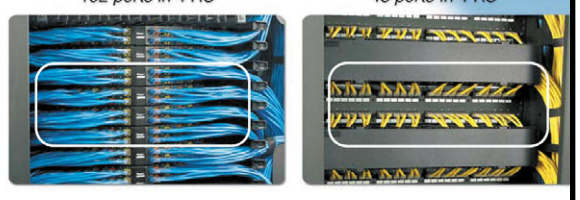
Quadruple Patch Panel Density



Angled High Density *192 ports in 4 RU* **vs.** ***Conventional*** *48 ports in 4 RU*

Angled Patch Panel
Eliminates Need for Horizontal Cable Managers

High-Density Patch Panel
48 Ports in One Rack Space



PANDUIT Angled Patch Panels manage high-density network applications in up to one-fourth the area of conventional cable management systems. Angled Patch Panels facilitate proper bend radius of each cable as it is routed directly into a vertical cable manager, eliminating the need for horizontal cable managers. *PANDUIT* offers angled solutions for all high-density installations:

- ***Mini-Com*® High Density Angled Modular Patch Panels** increase the density by featuring 48 ports in one rack space or 72 ports in two rack spaces
- ***DP6*™ *PLUS* and *DP5e*™ Angled Patch Panels** feature punchdown style termination on the back of each panel for Category 6 and 5e performance
- ***Mini-Com*® Angled Flush Mount Modular Patch Panels** include rear mount faceplates, allowing the modules to be flush with the front of the patch panels
- ***Mini-Com*® *Ultimate ID*™ Angled Modular Patch Panels** provide TIA/EIA-606-A compliant installations or customized labeling for specific applications

Mini-Com® Patch Panels accept all *Mini-Com*® Modules for copper, fiber and coax to facilitate future upgrades. *PANDUIT* offers a range of cable management products with integral bend radius control that, when used with angled patch panels, eliminate the need for horizontal cable managers. In combination, these products provide the user with the ultimate high-density cable management system.

***PANDUIT* is a Global Leader Providing Innovative Networking Solutions to Enable Technology.**

- ***Racks and Cable Management***
- ***Network Identification Systems***
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- *Outlets*
- *Raceway Systems*
- *Fiber Routing Systems*
- *Physical Layer Management Systems*
- *Zone Cabling Systems*
- *Network Cable Ties and Accessories*
- *Network Grounding Systems*

Cisco Systems Service Provider Solution Partner

For more information, reference ad # customURL

www.panduit.com/app18

cs@panduit.com • 800-777-3300

PANDUIT

VB 3928 Processor.com

Disk / Data Erasing Software

Virtual Booth 4162 • Virtual Product 2145

$995

Tabernus' new Disk Purge product allows any storage device owner to completely erase all data from any and all drives. Disk Purge Declassification Software is DES/DOD endorsed for completely and thoroughly sanitizing any disk device to the following standards: DOD 5200.28, NCSC-TG-025, AFSSI 5020, OPNAV 5510 and AR-380-19 and HIPAA compliant.

Tabernus
Building Strong Foundations for Mass Storage Testing

8303 N. Mopac Express Way
Austin, TX 78759
Phone: (888) 700-8560
Fax: (512) 372-9474
WEB: http://www.tabernus.com
EMAIL: sales@tabernus.com

USB Software Security

Virtual Booth 3972 • Virtual Product 1889

as low as **$19.95** per user

Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.

MARX SOFTWARE SECURITY

2900 Chamblee Tucker Rd., Bldg. 9
Atlanta, GA 30341
Phone: (800) 627-9468
Fax: (770) 986-8891
WEB: www.marx.com
EMAIL: sales@marx.com

Encryption Software

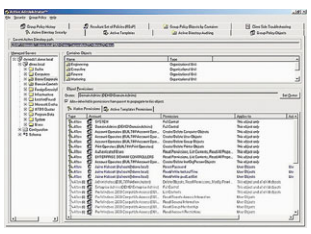
The **"Secure Hash Signature Generator"** creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.

1627 Price Loop
Rockwood, TN 37854
Phone: (865) 354-8960
Fax: (865) 354-8962
WEB: www.ics-iq.com
EMAIL: sales@ics-iq.com

Active Directory Mgmt.

Virtual Booth 3960 • Virtual Product 1875

Active Administrator



Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
- Consistent permission assignment with Active Templates
- Repairable & Revocable role-based delegation of control

SCRIPTLOGIC

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EMAIL: sales@scriptlogic.com

Display-Only File Server

Virtual Booth 3847 • Virtual Product 1639

A revolutionary secure file server technology that protects enterprises from informaiton theft by insiders

- Bits of a confidential file never leave a DOFS server after the file is checked in.
- Screen dump on a user machine is disallowed whenever the user is interacting with a confidential file.
- Any crucial file access operations on a DOFS server like checking in/out, printing, emailing, etc. are fully logged, monitored and controlled.
- Accesses to exported confidential files, essential in a mobile working environment, are protected by a tamper-resistant file access control mechanism.
- Clipboard operation such as cut & paste is unidirectional so that no information leakage from a DOFS server to a DOFS client is possible, but the other direction is allowed.

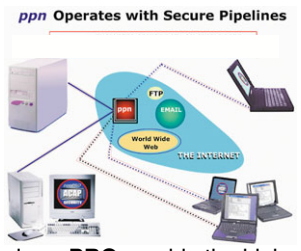
Retail Price: $100 per user license

RNI Rether Networks Inc.

99 Mark Tree Road
Centereach, NY 11720
Phone: (631) 467-4381
Fax: (631) 467-4597
WEB: www.rether.com
EMAIL: rni@rether.com

Secure Networking Software

Virtual Booth 4150 • Virtual Product 2125



Both **ppnPC** and **ppnPRO** provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.

SECURITY ACAP SOFTWARE

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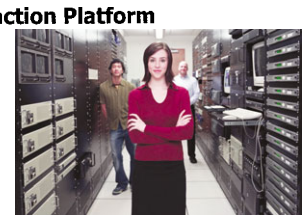
Huntington Beach, CA 92648
Phone: (714) 843-0099
Fax: (714)-465-3391
WEB: www.apacsecurity.com
EMAIL: info@acapsecurity.com

Web Services Security
Virtual Booth 3944 • Virtual Product 1837

Entrust
Secure Transaction Platform



The Entrust Secure Transaction Platform delivers security capabilities including standards-based authentication & authorization for Web services applications. Addressing identity and access management needs beyond the Web portal, Entrust helps you leverage your existing investment in Web applications to include Web services, delivering a central point of policy definition and enforcement.

Entrust®
Securing Digital Identities & Information

1000 Innovation Drive
Ottawa, ON K2K 3E7 Canada
Phone: (888) 690-2424
Fax: (613) 270-2501
WEB: www.entrust.com/stp/pro
EMAIL: entrust@entrust.com

Enterprise Backup Solution
Virtual Booth 3920 • Virtual Product 1794

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VERITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.

VERITAS™

350 Ellis Street
Mountain View, CA 94043
Phone: (800) 327-2232
Fax: (650) 527-2908
WEB: www.veritas.com
EMAIL: sales@veritas.com

Backup & Recovery Solution
Virtual Booth 3984 • Virtual Product 1911

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

- Scalable
- Manageable
- Flexible

betasystems

6411 Ivy Lane, Suite 610
Toll Free: (800) 475-1168
WEB: www.betasystems.com

Greenbelt, MD 20770
Fax: (301) 486-4602
EMAIL: kelly.gunn@betasystems.com

Data Protection Software
Virtual Booth 3837 • Virtual Product 1632

BackAgain™ Data Protection Software. Tens of thousands of satisfied customers worldwide since 1994.

- Standout ease-of-use, highly competitive feature set, broad backup device support
- Live Microsoft Exchange backup (to mailbox level), live SQL Server backup
- Back up to any media at no additional cost
- "Bare-metal restore" for disaster recovery
- Unmatched value

$79 Workstation Edition
$275 Server Edition
$395 Exchange or SQL Agent

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Data Protection Made Simple

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WEB: www.intradyn.com
EMAIL: sales@intradyn.com

Backup & Recovery Mgmt.
Virtual Booth 3991 • Virtual Product 1926

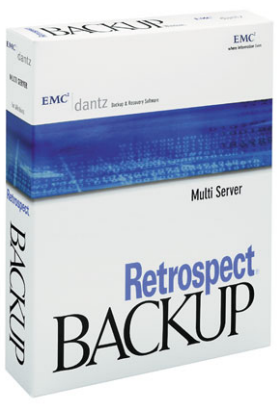
Not Just Another Backup Utility!

VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32, 64 & x86). Linux, IBM AIX, HP UX and Microsoft Windows versions will be released over the next several months.

21ST CENTURY software INC.

940 W. Valley Rd., Ste. 1604
Wayne, PA 19087
Phone: (610) 971-9946
Fax: (610) 964-9072
WEB: www.21stcenturysoftware.com
EMAIL: sales@21stcenturysoftware.com

Backup Software
Virtual Booth 4062 • Virtual Product 2014



New EMC Dantz Retrospect 7 for Windows makes speed & ease of use a backup reality. Now you can perform fast, automated backups to disk, stream data to tape for offsite storage & keep disk copies onsite for quick restores. Just a few clicks will have you up & running. Ease of use, unparalleled restore accuracy & complete protection for servers, desktops & notebooks are why thousands of businesses rely on Retrospect.

EMC² | dantz

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Walnut Creek, CA 94597
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Fax: (925) 948-9099
WEB: www.emcdantz.com
EMAIL: sales@dantz.com

Unix/Linux Tape Management
Virtual Booth 3862 • Virtual Product 1679

Backup, Recovery & Media Management For Open Systems

LXI TMS/ix brings true tape management to Unix and Linux servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault management program
- Monitor all backup activity from a single console

LXI® Network Storage Solutions

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Fax: (214) 260-9019
WEB: www.LXIcorp.com
EMAIL: sales@LXIcorp.com

Content Archiving Software
Virtual Booth 3929 • Virtual Product 1814

Enterprise Vault®

Enterprise Vault® offers a total archiving platform for Microsoft Exchange, SharePoint Portal Server, IM and file server environments. Enterprise Vault® allows you to streamline and reduce the ongoing cost of information storage for the enterprise and simultaneously keep it instantly accessible for users and the organization.

Enterprise Vault not only optimizes front line systems but helps you support your mission to develop processes for good corporate governance.

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WEB: www.kvsinc.com
EMAIL: info@kvsinc.com

Real-Time Data Replication
Virtual Booth 3080 • Virtual Product 513

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™ is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your existing network.
As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for your future.

constantdata

410 11th Avenue South
Phone: (952) 933-2331
WEB: www.constantdata.com

Hopkins, MN 55343
Fax: (952) 933-2551
EMAIL:sales@constantdata.com

Data Backup & Recovery
Virtual Booth 3974 • Virtual Product 1892

EVault Online Data Backup & Recovery Software and Services protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Centralize and automate your backup and recovery process
- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance, removing dependence on human management

EVAULT

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Walnut Creek, CA 94596
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Fax: (925) 944-9909
WEB: www.evault.com
EMAIL: info@evault.com

Peer to Peer Backup System
Virtual Booth 4024 • Virtual Product 1963

312's flagship product LeanOnMe provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, LeanOnMe allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

LeanOnMe features:

- Installation & setup wizard
- Protects files or folders
- Easy scheduler for continuous, effortless backup
- Simultaneous backups to multiple off-site peers
- Peers cannot see, modify or infect your data
- Securely encrypts and compresses the data
- No monthly web storage fees!

three twelve

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Orlando, FL 32826
Phone: (407) 210-2412
Fax: (407) 207-7348
WEB: www.312inc.com
EMAIL: sales@312inc.com

Data Backup & Security
Virtual Booth 4224 • Virtual Product 2314

Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.

CEELOX

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Tampa, FL 33634
Phone: (813) 769-0918
WEB: www.ceelox.com

Storage Mgmt. Solution
Virtual Booth 4100 • Virtual Product 2068

ArC Overview

Network-based archive for fixed-content data

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.

ARCHIVAS digital archiving

200 West Street
Waltham, MA 02451
Phone: (781) 890-8353
Fax: (781) 890-8343
WEB: www.archivas.com
EMAIL: info@archivas.com

Data Archiving Software
Virtual Booth 4227 • Virtual Product 2333

QStar HSM (Hierarchical Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.

QSTAR TECHNOLOGIES

99 NE Elgin Parkway - Suite 37
Fort Walton Beach, FL 32548
Toll Free: (800) 568-2578
Phone: (850) 243-0900
WEB: www.qstar.com
EMAIL: info@qstar.com

Data Warehouse Platform
Virtual Booth 3926 • Virtual Product 1807

Sybase IQ 12.5 is a data warehouse platform designed specifically from the ground up for unsurpassed query performance and the lowest total cost of ownership for users' analytical applications. Based on recent TPC-H benchmarks, Sybase IQ is a category-leader in the business intelligence and enterprise data warehousing market, with record-breaking price-performance and storage efficiency, as well as the lowest total cost of ownership.
Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the column-based structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.

SYBASE®

One Sybase Way
Dublin, CA 94568
Phone: (925) 236-5000
Fax: (925) 236-4321
WEB: www.sybase.com
EMAIL: sales@sybase.com

Web-Based Media Service
Virtual Booth 4085 • Virtual Product 2048

American Eagle's WEBSCAN
Web-based media tracking system

Track Media
- For Mainframe and Open Systems
- To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault
- Regardless of media type

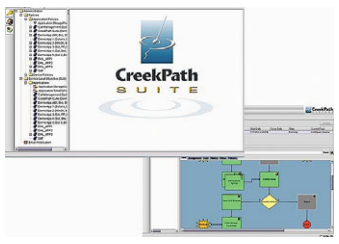
Inventory
- Media in Tape Library
- Media at the Offsite Vault

Web-Based Advantages
- Access information from anywhere anytime
- No corrupt database issues
- Backups done at the server level

AES

30 Corporate Drive
Holtsville, NY 11742
Phone: (631) 207-4400
Fax: (631) 207-4407
WEB: americaneaglesys.com
EMAIL: info@aeseast.com

Storage Resource Mgmt.
Virtual Booth 3747 • Virtual Product 1483



CreekPath Systems is changing the way people view their storage operations and processes. There is no other vendor in the industry that integrates workflow, policy and automation into the storage supply chain so that users can employ their total infrastructure as a business enabler.

CreekPath SYSTEMS
Improving Business Agility

7420 E. Dry Creek Parkway
Longmont, CO 80503
Phone: (303) 845-1188
Fax: (303) 845-1002
WEB: www.creekpathsystems.com
EMAIL: sales@creekpathsystems.com

Storage Resource Mgmt.
Virtual Booth 3986 • Virtual Product 1915

NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

- Full support of Windows 2003
- Full HIPAA compliance
- Increased Security
- Installs without a reboot
- Network Appliance Functionality

NTP Software™

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Nashua, NH 03063
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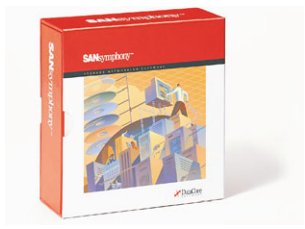
Fax: (603) 263-2375
WEB: www.ntpsoftware.com
EMAIL: info@ntpsoftware.com

Storage Consolidation
Virtual Booth 3979 • Virtual Product 1901



SANsymphony™ software is an enterprise-class open storage networking platform that maximizes the value from IT assets. It pools disk space and automatically allocates just enough capacity, just in time. This doubles disk utilization, delivers a tenfold increase in managed capacity per administrator, eliminates storage-related downtime, and enables affordable business continuance.

DataCore™ SOFTWARE

6300 NW 5th Way
Ft. Lauderdale, FL 33309
Phone: (954) 377-6000
Fax: (954) 938-7953
WEB: www.datacore.com
EMAIL: salesops@datacore.com

Storage Resource Mgmt.
Virtual Booth 3996 • Virtual Product 1942

nStor has built its NexStor platforms on a common management tool, providing you with the ability to easily manage your information assets. StorView management software allows you to leverage your storage resources to enhance the performance of your business applications, while simplifying and reducing the cost of managing storage environments.
- Easy to use, centralized management
- Flexibile and customizable
- Intuitive administration
- Auto detection minimizes setup
- Alert notification via SNMP or email
- Continuous uptime
- Remote management
- Advanced features: Virtualized LUN, Environment Capture, Statistical Reporting

nStor®

6190 Corte Del Cedro
Carlsbad, CA 92009
Phone: (760) 683-2500
Fax: (760) 683-2599
WEB : www.nstor.com
EMAIL: info@nstor.com

Storage Expansion
Virtual Booth 3979 • Virtual Product 1900

SANmelody™ software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.
To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

DataCore™ SOFTWARE

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Phone: (954) 377-6000
Fax: (954) 938-7953
WEB www.datacore.com
EMAIL: salesops@datacore.com

Data Storage Management
Virtual Booth 4041 • Virtual Product 1984

CaminoSoft's Managed Server HSM(tm) software provides a straightforward, cost-effective solution for managing the complexities of data storage. Combine the software with your Windows 200X and NetWare production servers and a host of off-the-shelf storage devices, including SAN, ATA/RAID, NAS, optical, and tape subsystems. The result is a finely tuned data storage resource supporting virtually infinite growth and availability. *Call for a price quote.
- Installs easily and quickly with no required production server downtime
- Aggregates multiple storage resources into a virtual central storage pool
- Provides seamless access to files---user directories remain unchanged
- Dramatically reduces the amount of time needed for backup/recovery

CaminoSoft

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Fax: (805) 370-3200
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SCSI Diagnostics
Virtual Booth 3820 • Virtual Product 1614

SCSItoolbox™

The SCSItoolbox is the industry's most advanced and widely used testing and diagnostic tool. In use worldwide since 1992, the SCSItoolbox encompasses every tool that you need to test, troubleshoot, configure, and diagnose any single-ended; differential, SCSI 1, 2, 3, wide or narrow devices; Ultra II, Ultra3; FC; iSCSI; SATA; ATAPI; or SAS device.

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The Industry Standard in SCSI/FC/iSCI Testing

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Phone: (303) 972-2072
WEB: www.scsitoolbox.com

Littleton, CO 80162
Fax: (480) 802-1217
EMAIL:sales@scsitoolbox.com

I/O Acceleration Software
Virtual Booth 3729 • Virtual Product 1435

Precision I/O will open up the server-to-network bottleneck for the first time with a software solution using the standard IP/Ethernet infrastructure already present in virtually every data center. Precision I/O's technology is inserted between an application and a network interface to relieve operating systems of I/O chores, letting the server focus on more important tasks associated with application processing.

- 100% Ethernet-based so there are no new standards, no new protocols, no new networking fabric.
- Boost transaction throughput two to seven times.
- Results in one-third of the latency of existing Ethernet deployments.
- Eliminating the bottleneck with the short transactions. typically found in server-to-server, database, and cluster.

Precision I/O

3400 Hillview Ave.
Palo Alto, CA 94304
Phone: (650) 739-1700
Fax: (650) 739-0838
WEB: www.precisionio.com
EMAIL: sales@precisionio.com

iSCSI Target Software
Virtual Booth 3905 • Virtual Product 1777

WinTarget is a powerful iSCSI target software solution designed specifically for the Windows 2000/XP/2003 platform that enables IT departments to benefit from cost-effective network storage solutions. Leveraging the iSCSI protocol, WinTarget enhances Windows sharing of disk systems over an Ethernet network. WinTarget seamlessly integrates into the operating system enabling customers to leverage their investment in Windows by providing network-wide secure storage provisioning and high availability. Storage capacity is no longer trapped behind a single server or unavailable if a single server fails. Typical applications of WinTarget include sharing locally attached free disk resources among servers, extending high-performance fault-tolerant disk devices across the network, consolidating storage, or creating cost-effective cluster environments.

String Bean Software

19634 Club House Rd., Ste. 320
Montgomery Village, MD 20886
Phone: (301) 977-7800
Fax: (240) 597-8783
WEB: www.stringbeansoftware.com
EMAIL: info@stringbeansoftware.com

Application Virtualization
Virtual Booth 4032 • Virtual Product 1972

Softricity® helps enterprises simplify and accelerate their entire software management and deployments with SoftGrid® - the industry's first application virtualization infrastructure solution - reliably and cost-effectively for past, present and future applications. SoftGrid transforms Windows applications from products that must be installed locally into virtual services that are centrally configured, managed, and deployed on-demand to Windows desktops, laptops and Terminal Services/Citrix MetaFrame Presentation servers - preventing application conflicts, eliminating regression testing and increasing change management responsiveness. By streamlining deployment, upgrades, patches and terminations, SoftGrid saves companies tremendous time and money, increases quality of service and provides the flexibility needed for today's dynamic business environment.

SOFTRICITY®

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Fax: (617) 338-7769
WEB: www.softricity.com
EMAIL: info@softricity.com

Scheduling Software
Virtual Booth 4188 • Virtual Product 2205

On-Time Operator scheduling software automatically runs a computer program, such as .exe, .bat, music files, etc at pre-determined intervals (e.g. every 20 minutes) or at a given time of the day. It also does a lot more, with built in, easy to use GUI driven utilities supplied to:

- Perform unattended backups
- Dial up an ISP for an Internet connection
- File/Folder split/merge, compare & report
- Transfer files across networks & nodes
- Trigger a secondary .exe based on name of a file dropped into a folder

Extensive query-enabled logs are maintained for debugging, and **testers** find the log invaluable for **testing and benchmarking** computer hardware and software.
For trial copy go to www.isuru.com/download/dnldq2sk.asp

Isuru

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Fax: (925) 335-2554
WEB: www.isuru.com
EMAIL: dias2@isuru.com

Enterprise Automation
Virtual Booth 4211 • Virtual Product 2268

True Cross-Platform / Multi-Platform Solution
OpCon/xps is a fast flexible way to automate and control a wide range of IT & business processes. It is one efficient tool that does the work of many; reducing IT cost, complexity and risk by dynamically responding to changes in your environment.

SMA's expertise is delivering enterprise automation solutions worldwide. Whether your organization is implementing e-business solutions, integrating ERP applications or improving the automation of new and existing IT environments, OpCon/xps is the proven solution for managing complex workloads within complex systems.

With the flexibility and power of OpCon/xps we can support any application and/or platform. But at SMA, we also support humans allowing your most critical resource to operate more efficiently, more error free and more creatively.

SMA OpCon/xps

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Enterprise Mgmt. Software
Virtual Booth 3793 • Virtual Product 1559

ECM Enterprise Configuration Manager captures tens of thousands of configuration variables on every server and workstation in your organization. See the results immediately in the ECM Portal or as output in one of the hundreds of prepackaged reports. Tame rogue system configurations, enforce standards, minimize downtime, and forge a strong, seamless network environment.

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- Run remote commands
- Schedule collections by time interval on demand
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Fax: (719) 447-4601
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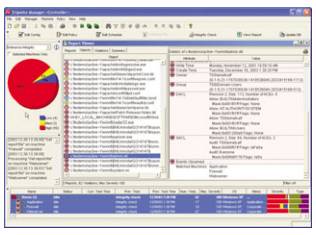
EMAIL: sales@configuresoft.com

Tripwire For Servers
Virtual Booth 4066 • Virtual Product 2023



Tripwire® for Servers monitors critical server system files across the enterprise, providing immediate notification of changes that occur, while Tripwire Manager provides convenient, centralized management of Tripwire for Servers installations. With Tripwire software, evaluate changes and minimize impact to prevent downtime, maintain security, and stop implementation of unauthorized changes.

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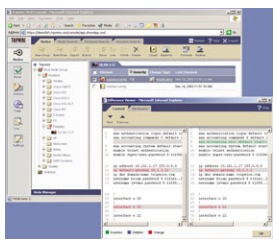
Tripwire for Network Devices
Virtual Booth 4066 • Virtual Product 2024



Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.

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Clustering Solutions
Virtual Booth 3920 • Virtual Product 1792

VERITAS Cluster Server, the industry's leading open systems clustering solution, is ideal for reducing planned and unplanned downtime, facilitating server consolidation, and effectively managing a wide range of applications in heterogeneous environments. With support for up to 32 node clusters in SAN, VERITAS Cluster Server features the power and flexibility to protect everything from a single critical database instance, to the largest, globally dispersed, multi-application clusters. Increasing automation, providing features to test production disaster recovery plans without disruption, and offering intelligent workload management allow cluster administrators to maximize resources by moving beyond reactive recovery to proactive management of application availability.

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IT Lifecycle Management
Virtual Booth 4149 • Virtual Product 2128

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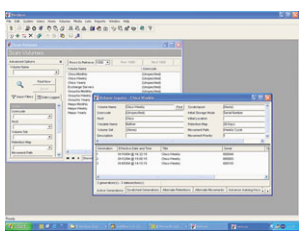
Media Management System
Virtual Booth 3998 • Virtual Product 1943

Vertices® The Media Management System



Vertices® Media Management System is the comprehensive, scalable disaster recovery tool that will help you meet even the most stringent business continuity guidelines. Vertices lets you easily store, track, move and protect all the media your company generates. And since Vertices integrates seamlessly with your backup system, the tracking / logging of your backup media will be done automatically.

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Patch Management Service
Virtual Booth 3819 • Virtual Product 1754

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Security Update Manager
Virtual Booth 3793 • Virtual Product 1560

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- Deployment control
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- Integration with Microsoft Security Web site

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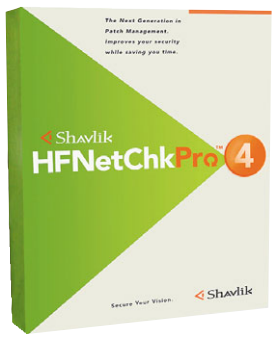
Patch Management Software
Virtual Booth 4177 • Virtual Product 2187



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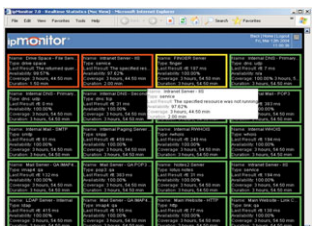
Application Monitoring
Virtual Booth 3990 • Virtual Product 1925



ipMonitor is a secure, real-time network monitoring solution that will proactively Monitor, Alert and Recover your critical applications, servers and infrastructure equipment. Feature rich and affordable - ipMonitor's proven agentless architecture and comprehensive feature set delivers unparalleled reliability, ease-of-use and low cost of ownership.

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Application Performance
Virtual Booth 3920 • Virtual Product 1793

VERITAS i³™ is an integrated software solution that provides a methodology for rapidly improving application performance. Correlates the application flow across the multi-tiered IT infrastructure by continuously monitoring all technologies that contribute to response time.
Identify the problem with VERITAS Insight™-collects detailed performance metrics from underlying technologies contributing to response time to provide deep visibility into complex performance bottleneck issues.
Notify the user with VERITAS Inform™-delivers key performance information collected by Insight & Indepth in the form of historical reports and exception to service alerts.
Correct the problem with VERITAS Indepth™-measures the real end user response time of multi-tiered applications. Provides specific performance metrics for SAP, Oracle, PeopleSoft, Siebel, and J2EE and MS-SQL applications.

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End-To-End Performance
Virtual Booth 4043 • Virtual Product 1985

$34,500
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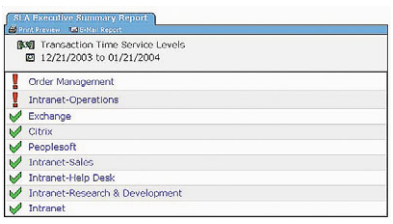

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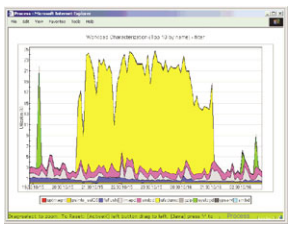
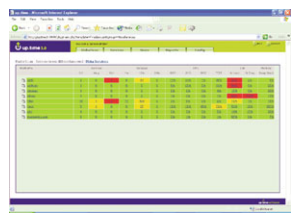
Performance Monitoring
Virtual Booth 3925 • Virtual Product 1806





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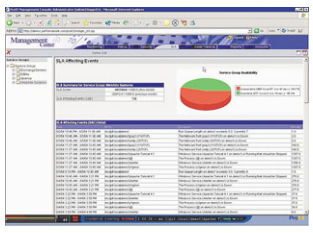
Network & System Mgmt.
Virtual Booth 4010 • Virtual Product 1954



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Data Center Management
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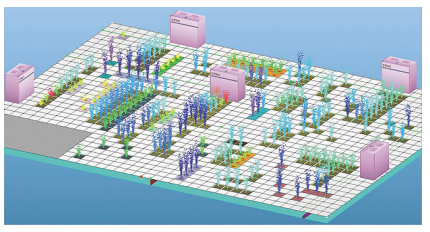
Air Flow Design Software
Virtual Booth 4058 • Virtual Product 2006



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Sun System Support
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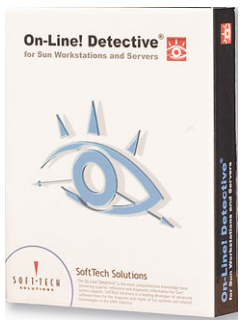

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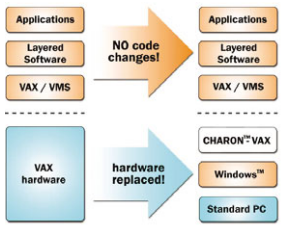
VAX Replacement Systems
Virtual Booth 2776 • Virtual Product 447



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PC Remote Control
Virtual Booth 3800 • Virtual Product 1579

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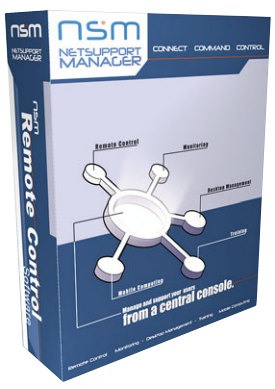
PC Remote Control and Desktop Management



- System Automation - automate regular tasks such as file uploads and-downloads
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Remote Control Software
Virtual Booth 3878 • Virtual Product 1721

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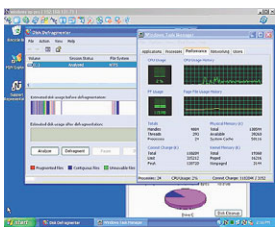

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Data Center Automation
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Terminal Emulation
Virtual Booth 4053 • Virtual Product 1998

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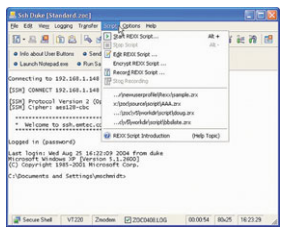
Terminal Emulation
Virtual Booth 4139 • Virtual Product 2112

EmTec Innovative Software



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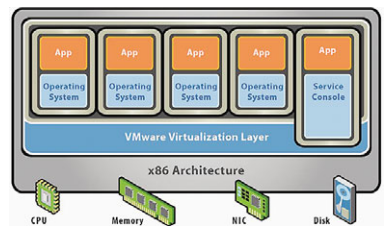

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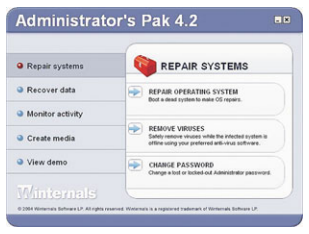

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VoIP PDA Softphone
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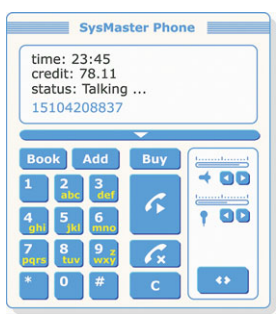

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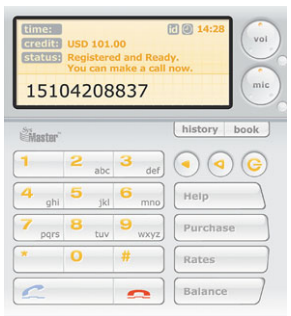

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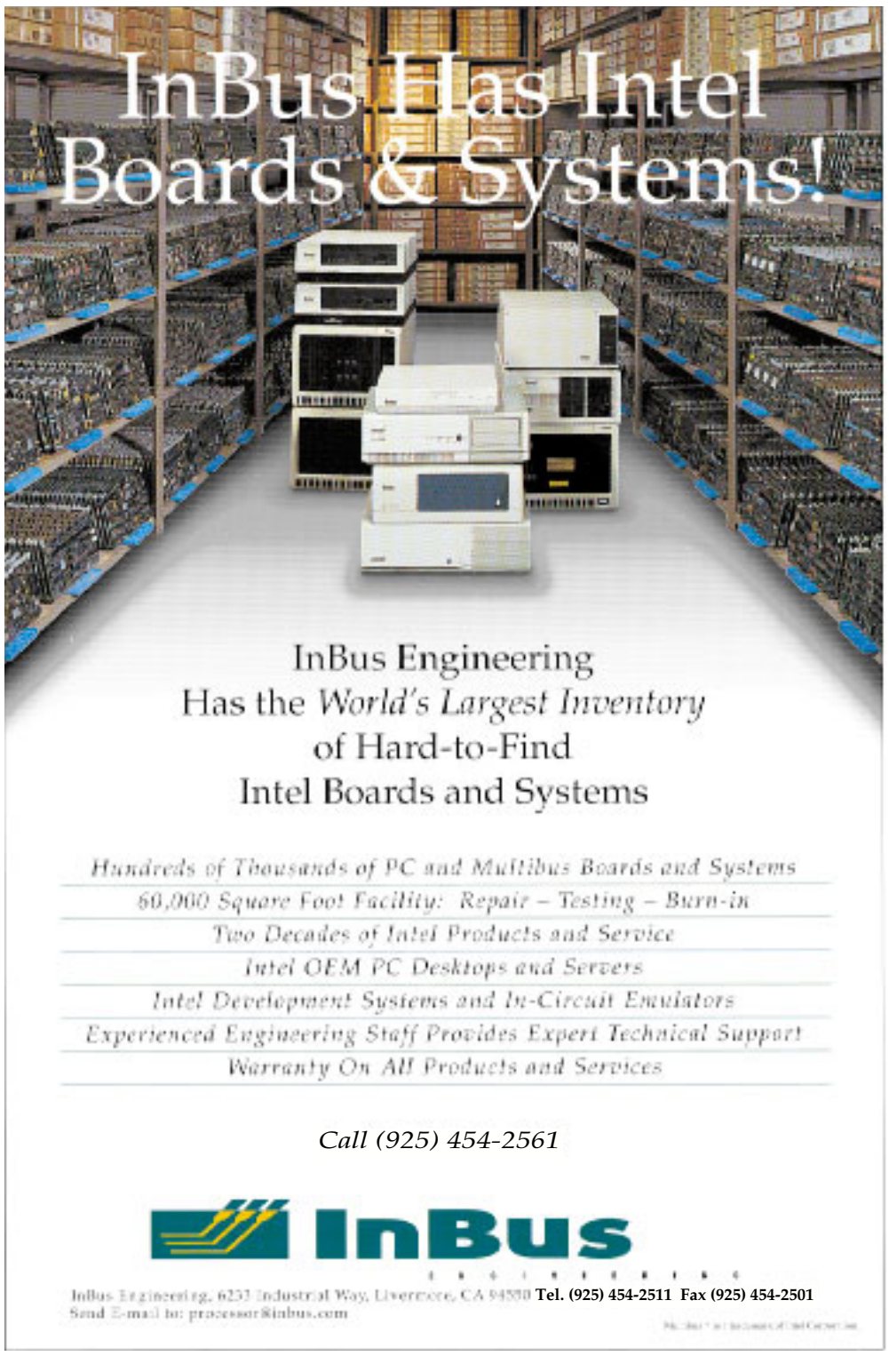

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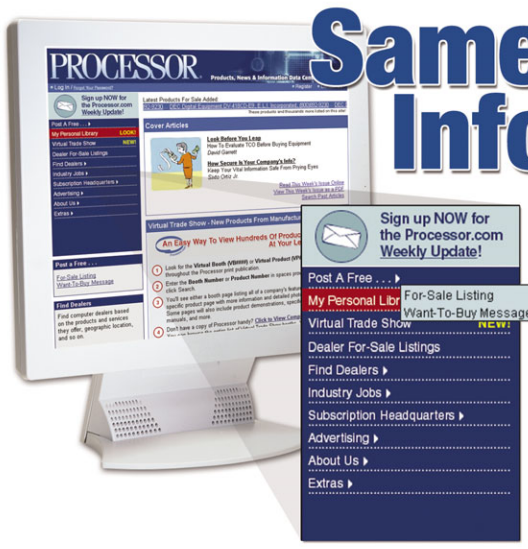

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